

FIGURE 1  
SYSTEM CONFIGURATION

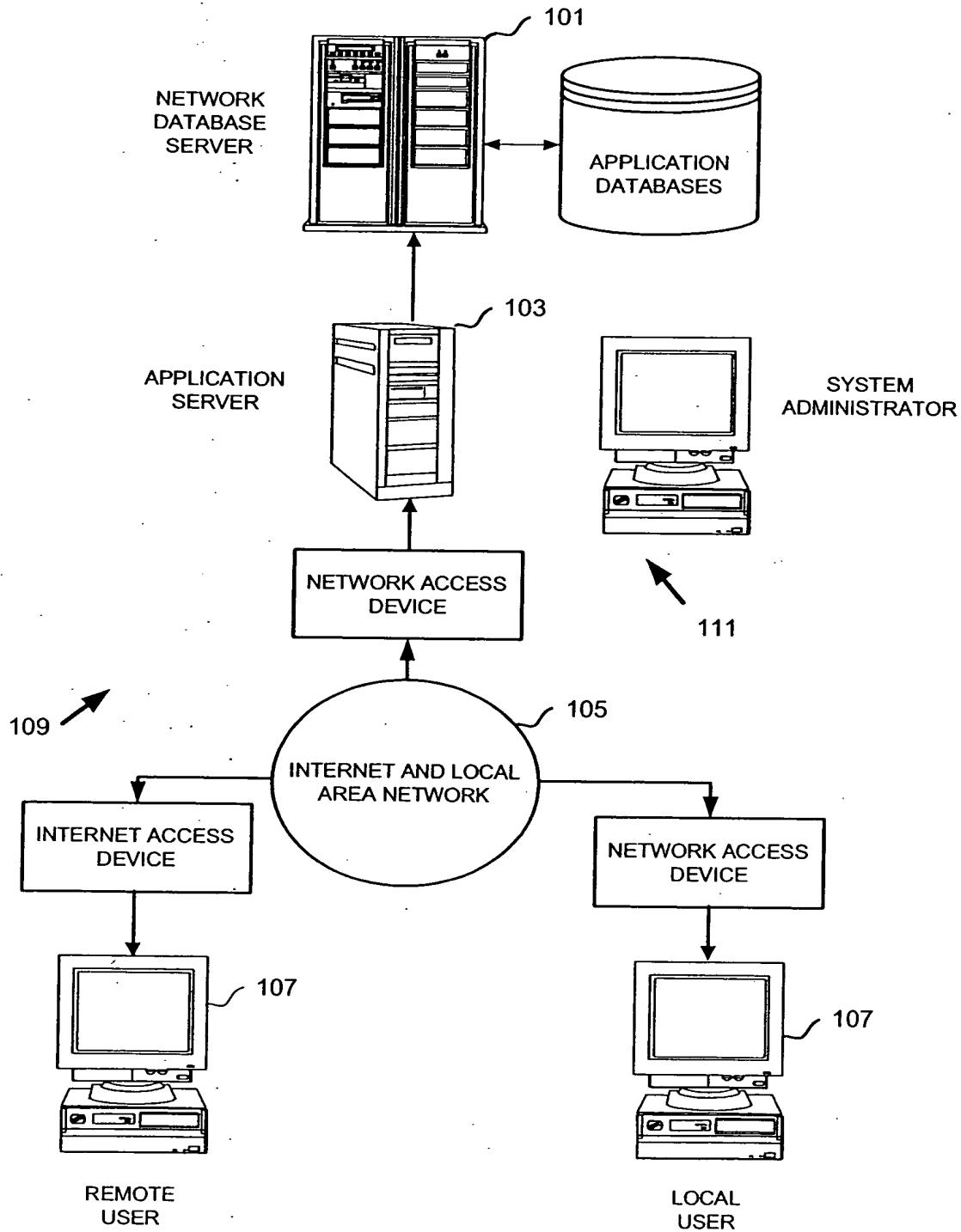


FIGURE 2.A:  
METHOD OF GENERATING A CONTRACT

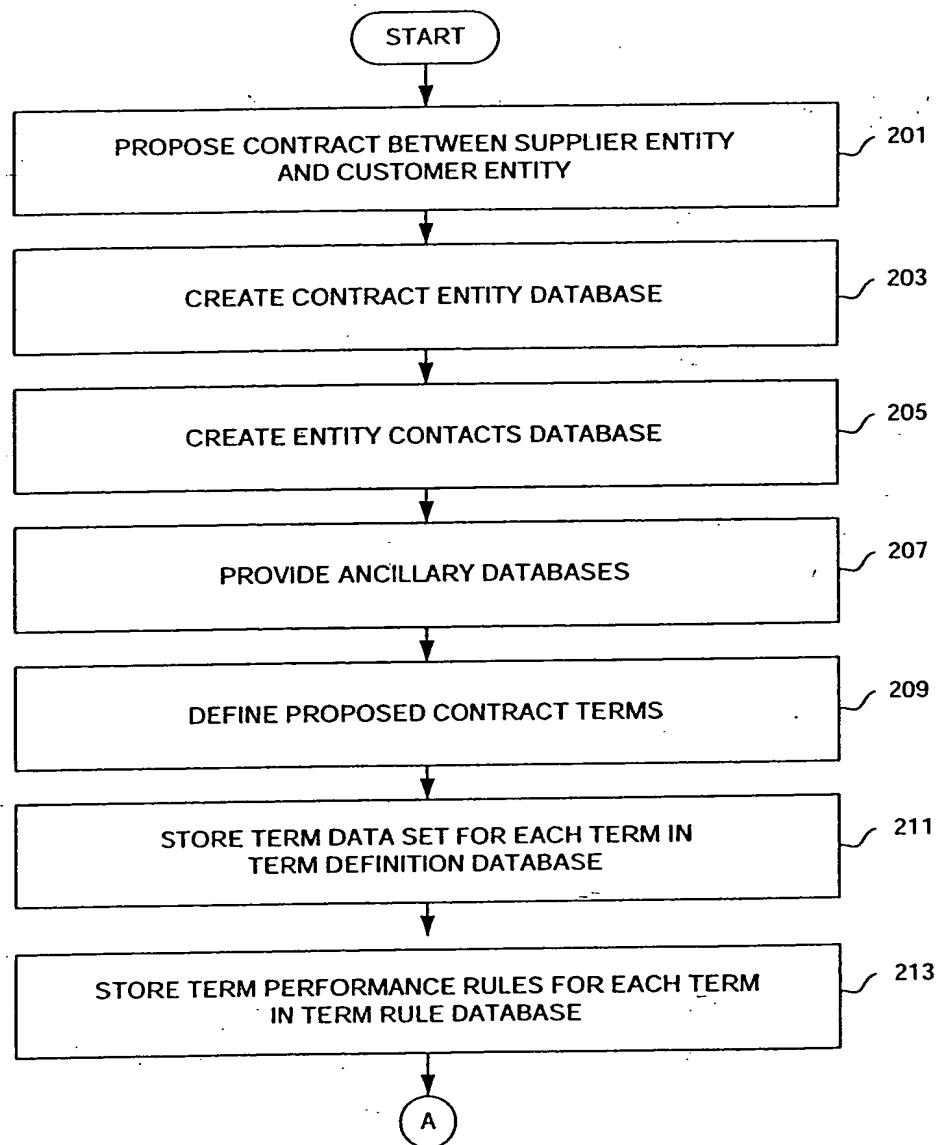


FIGURE 2.B:  
METHOD OF GENERATING A CONTRACT

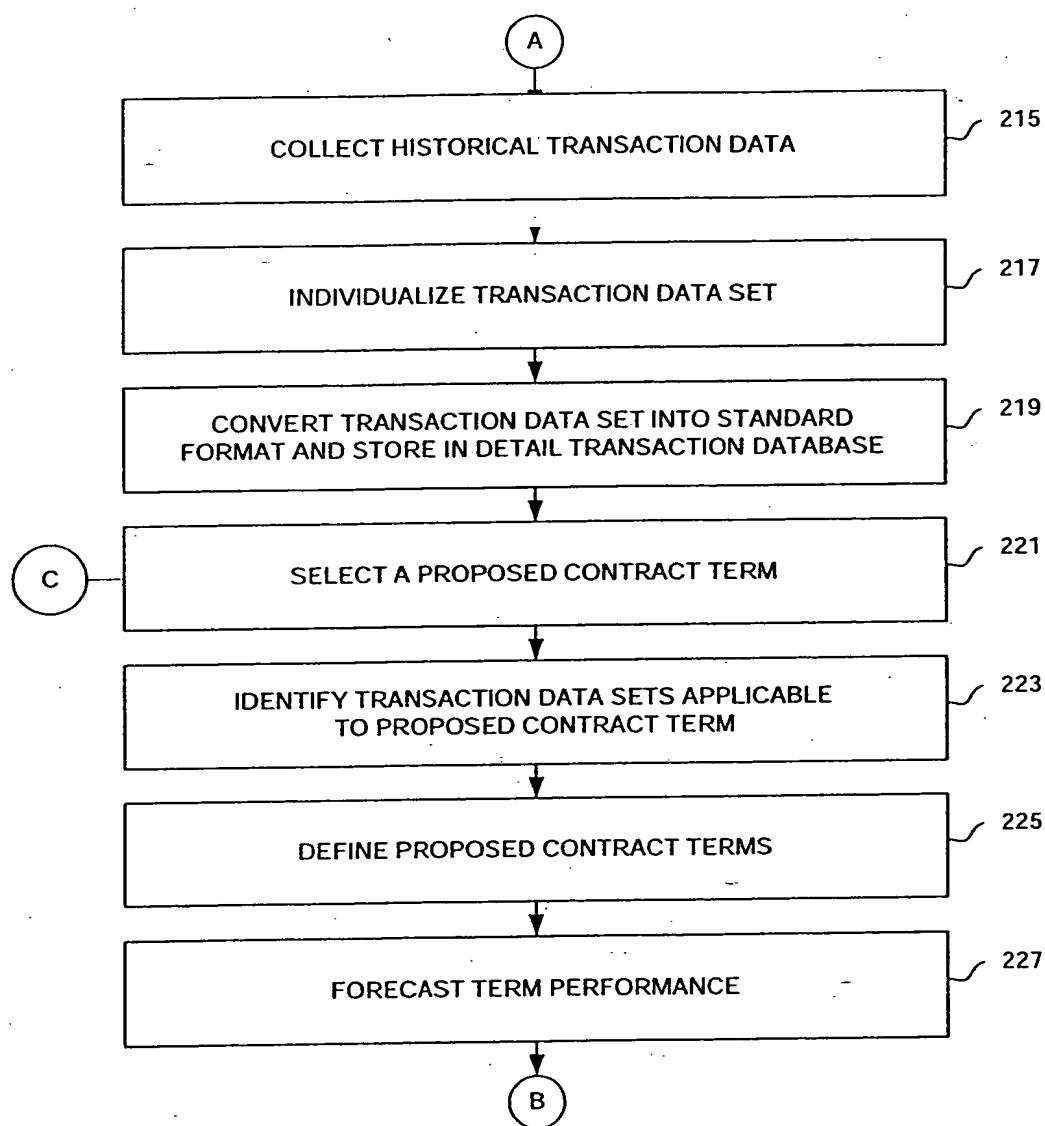


FIGURE 2.C:  
METHOD OF GENERATING A CONTRACT

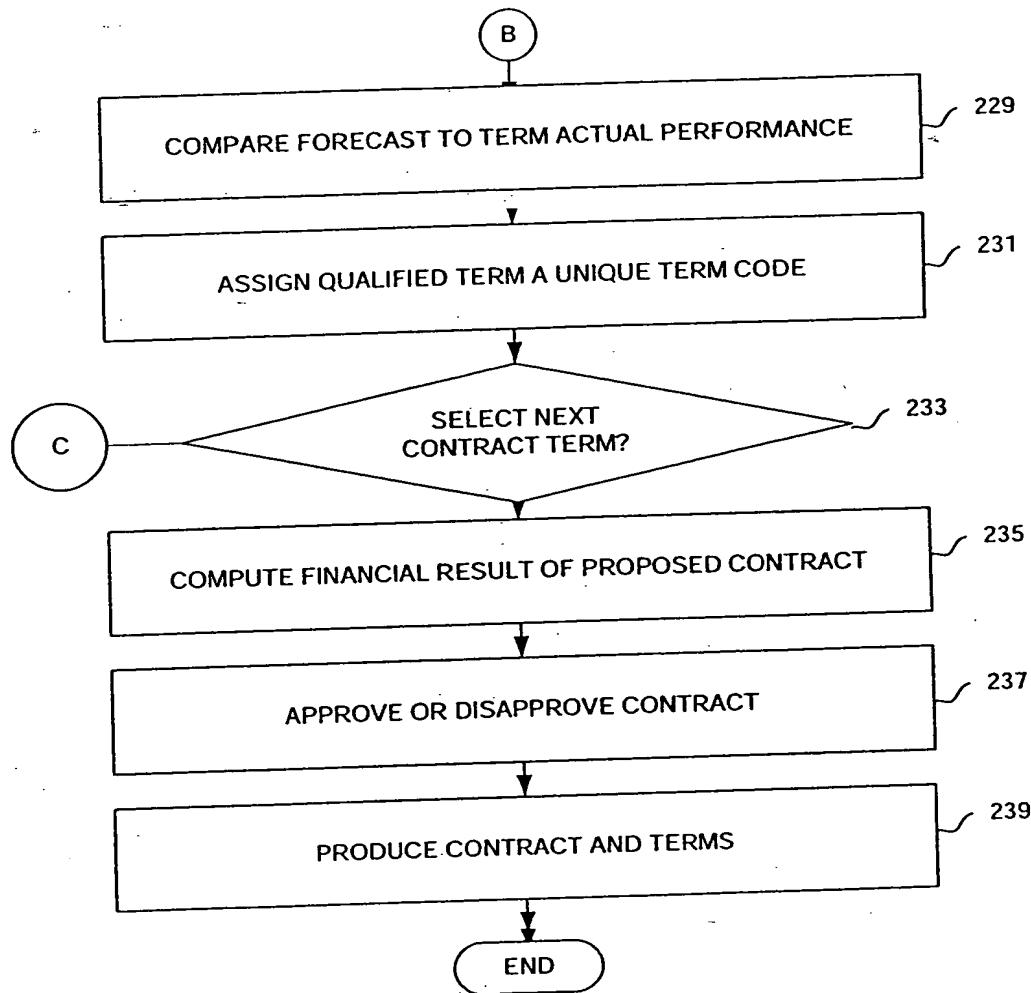


FIGURE 3:  
COMPUTER PROCESSOR AND DATABASES

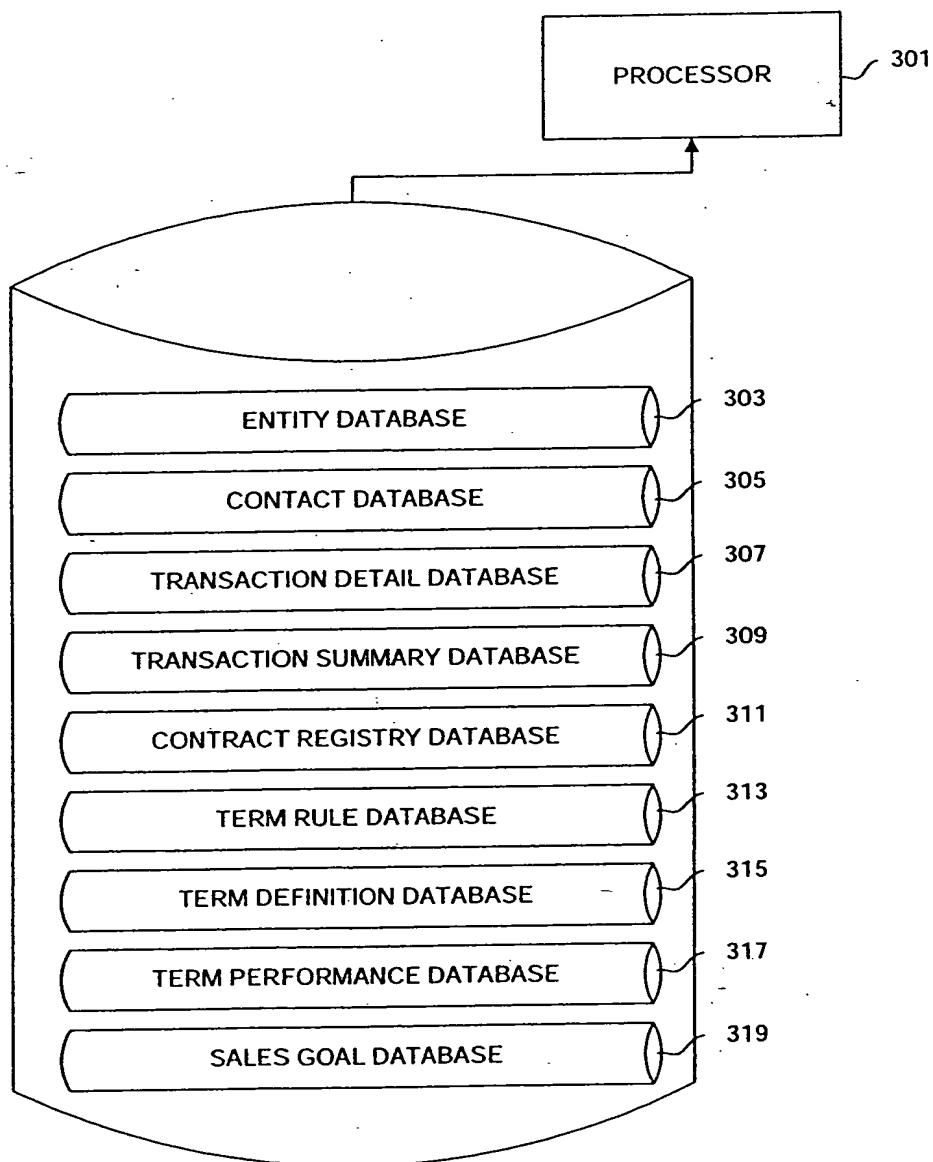


FIGURE 4.A  
CONTRACT-DESIGNATED TRANSACTION

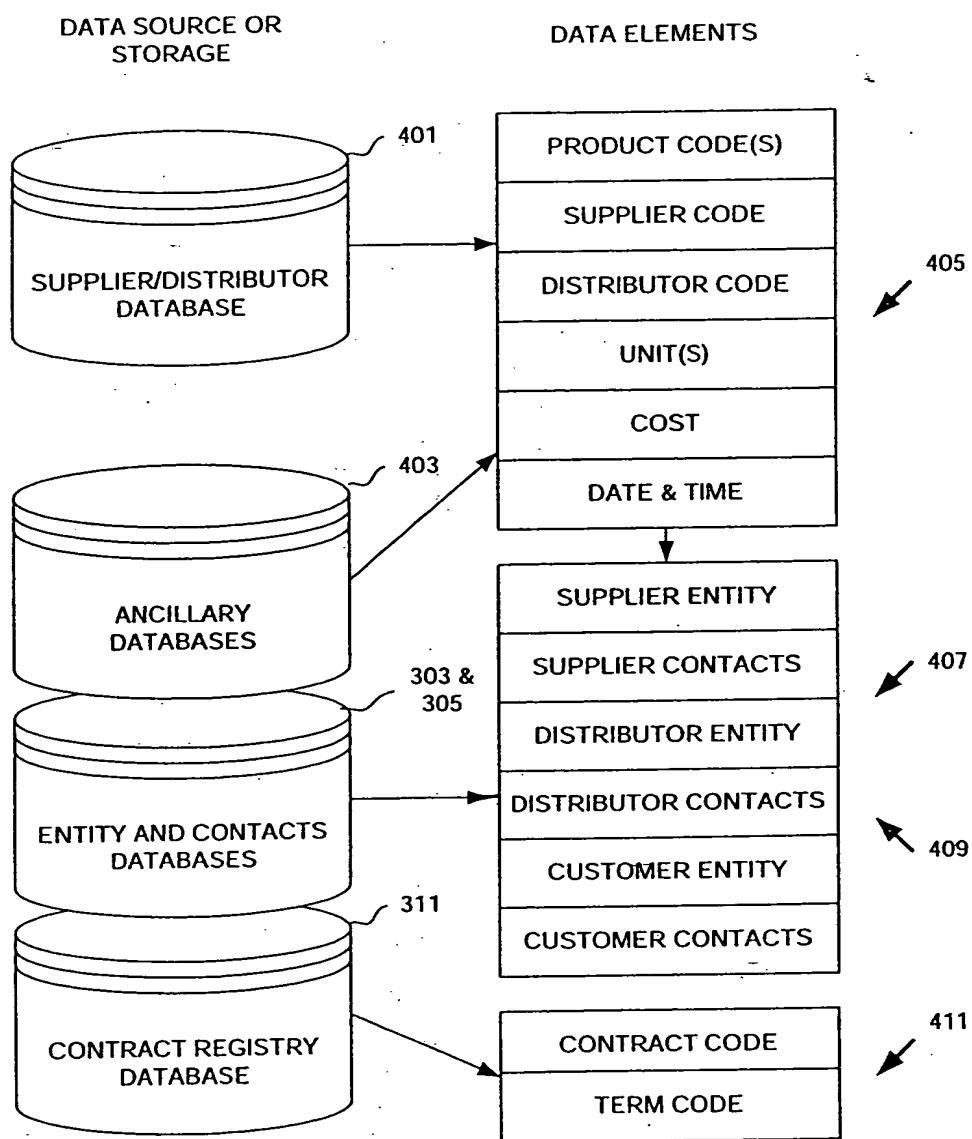


FIGURE 5.A  
INPUT CONTRACT ENTITIES AND CONTACTS

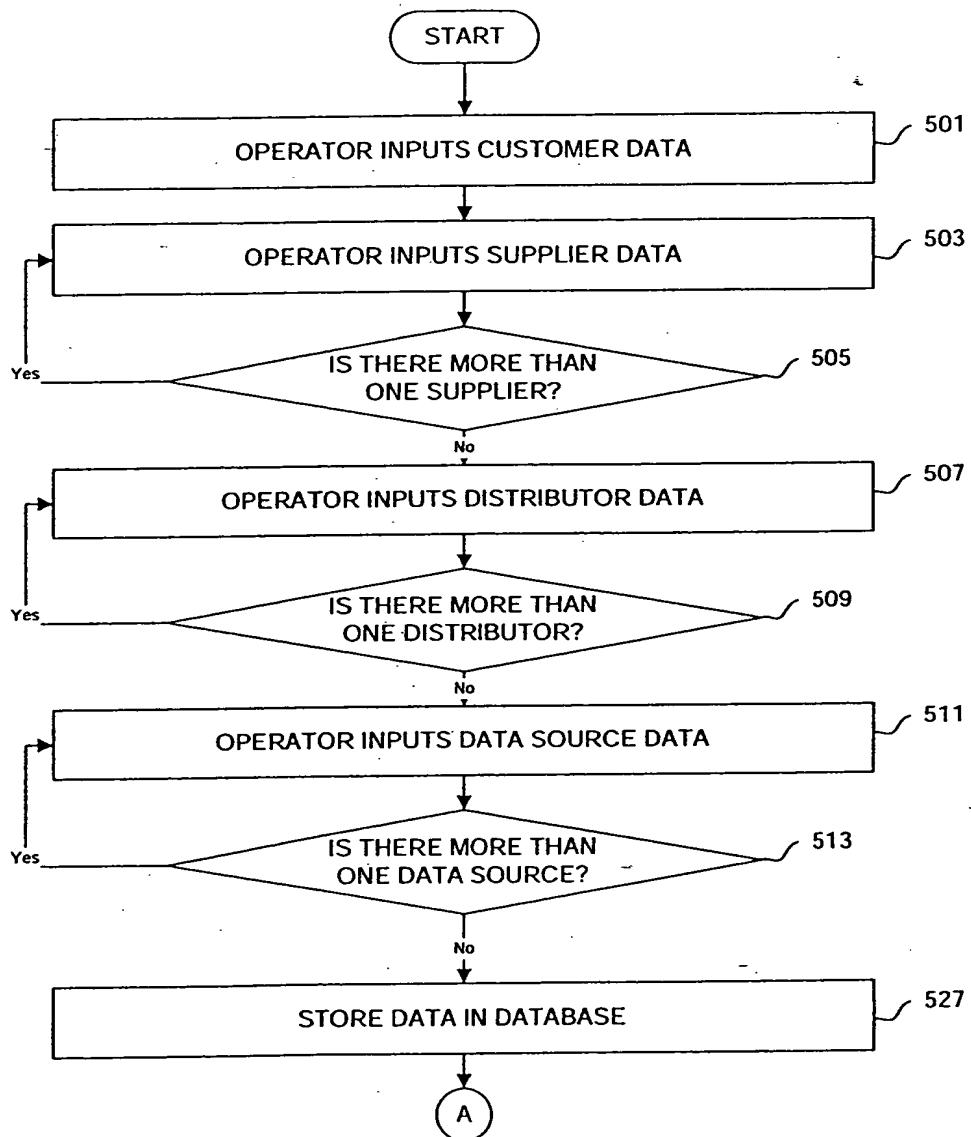


FIGURE 5.B  
INPUT CONTRACT ENTITIES AND CONTACTS

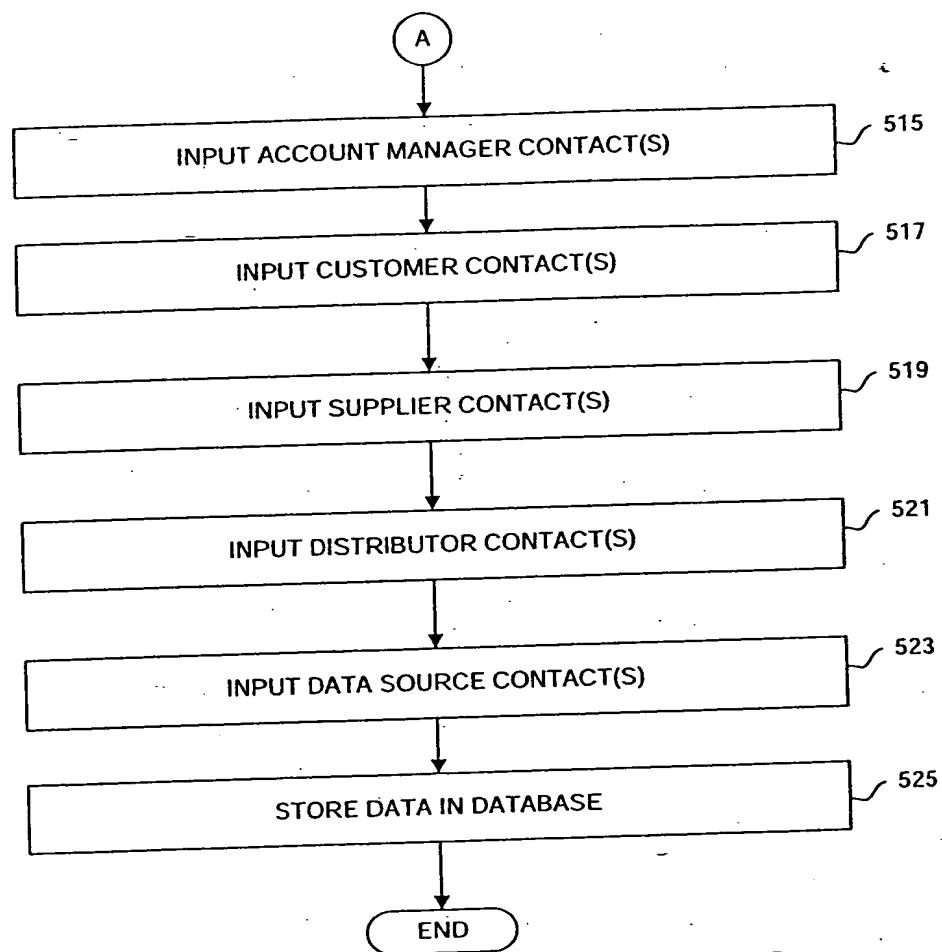


FIGURE 4.B  
CONTRACT-DESIGNATED TRANSACTION

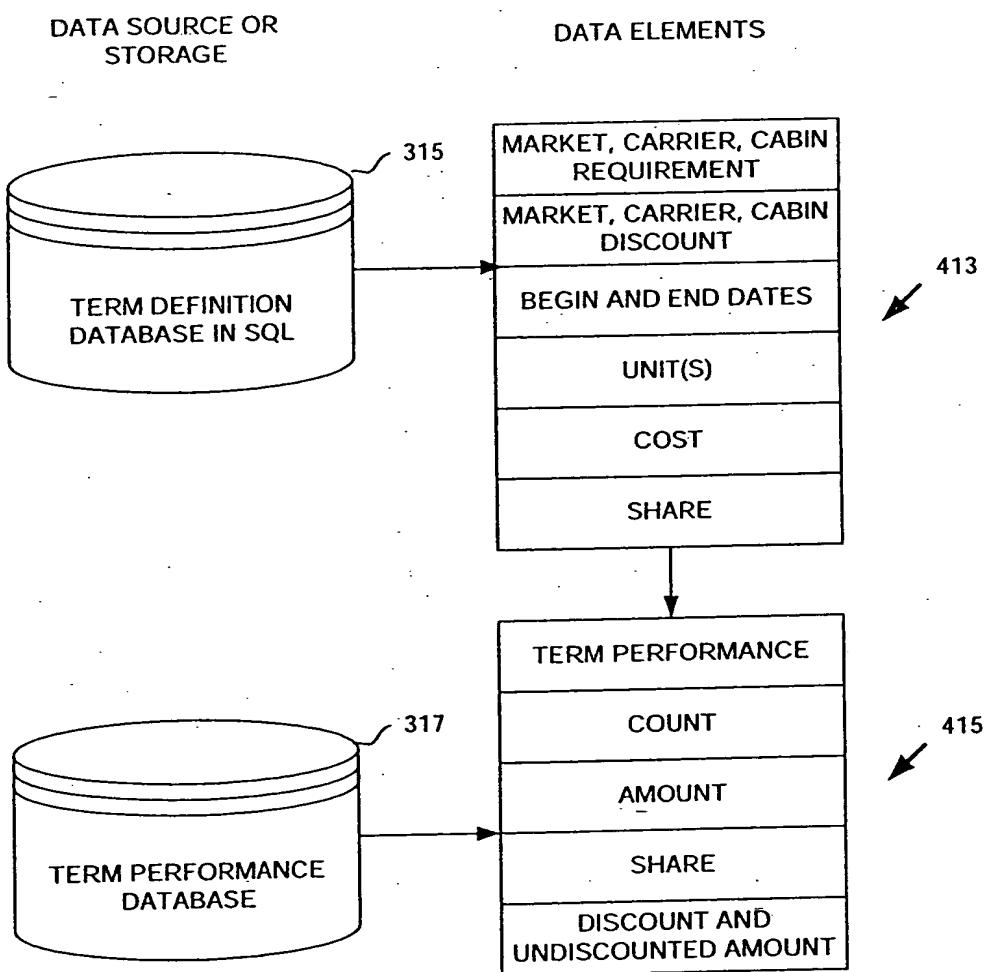


FIGURE 6:  
ESTABLISH CONTRACT AND TERM RULES

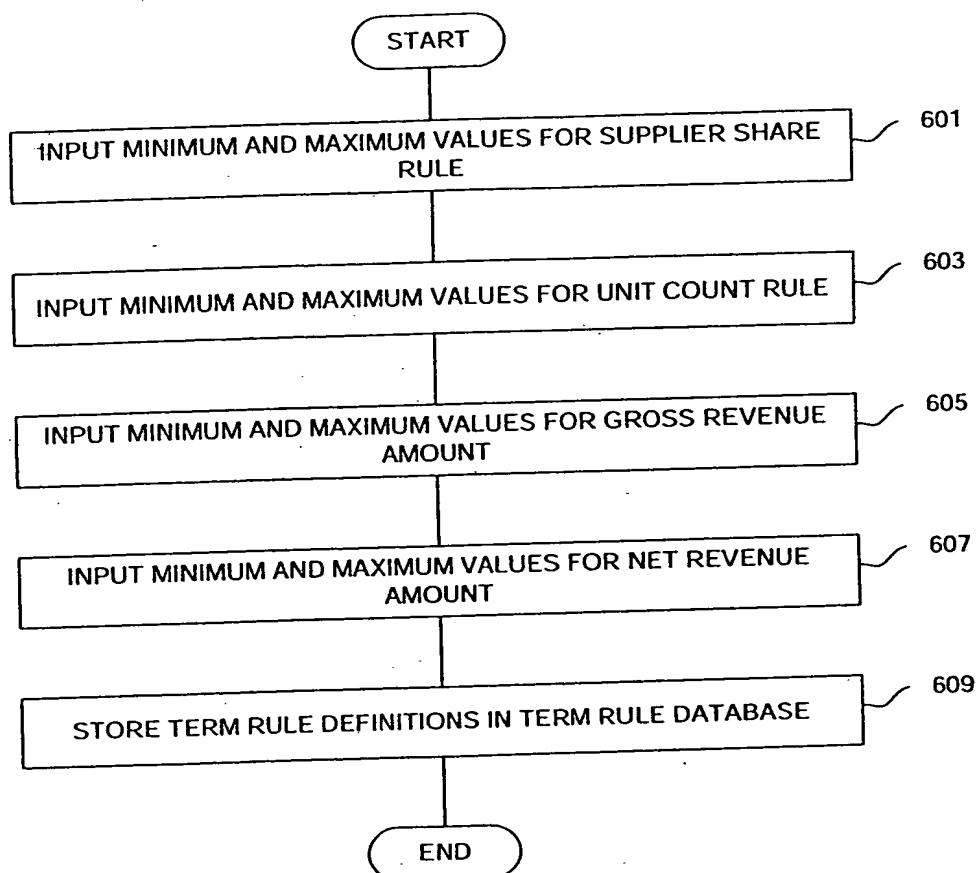


FIGURE 7.A  
NORMALIZE DATA INTO STANDARD TRANSACTION FORMAT

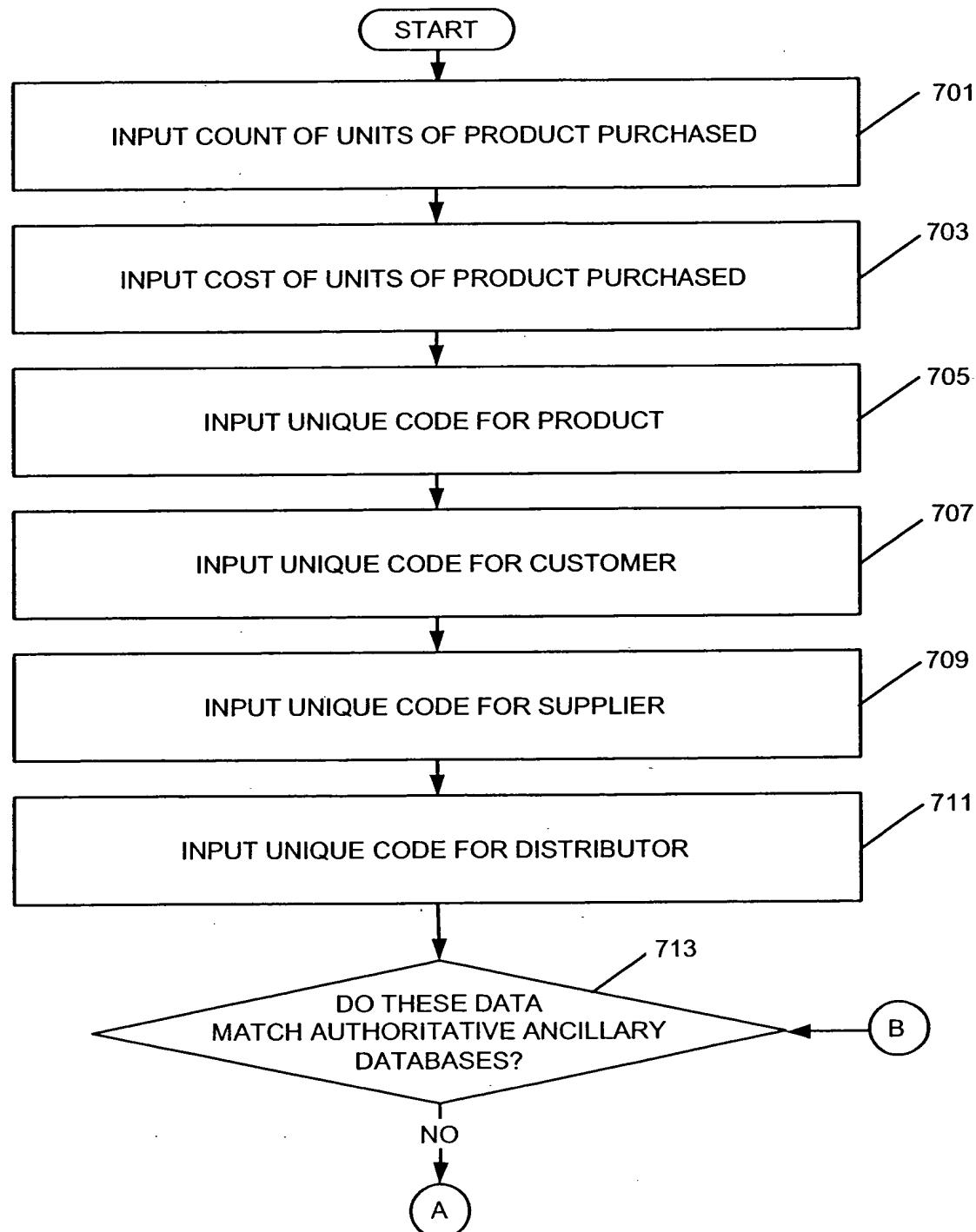


FIGURE 7.B:  
NORMALIZE DATA INTO STANDARD TRANSACTION FORMAT

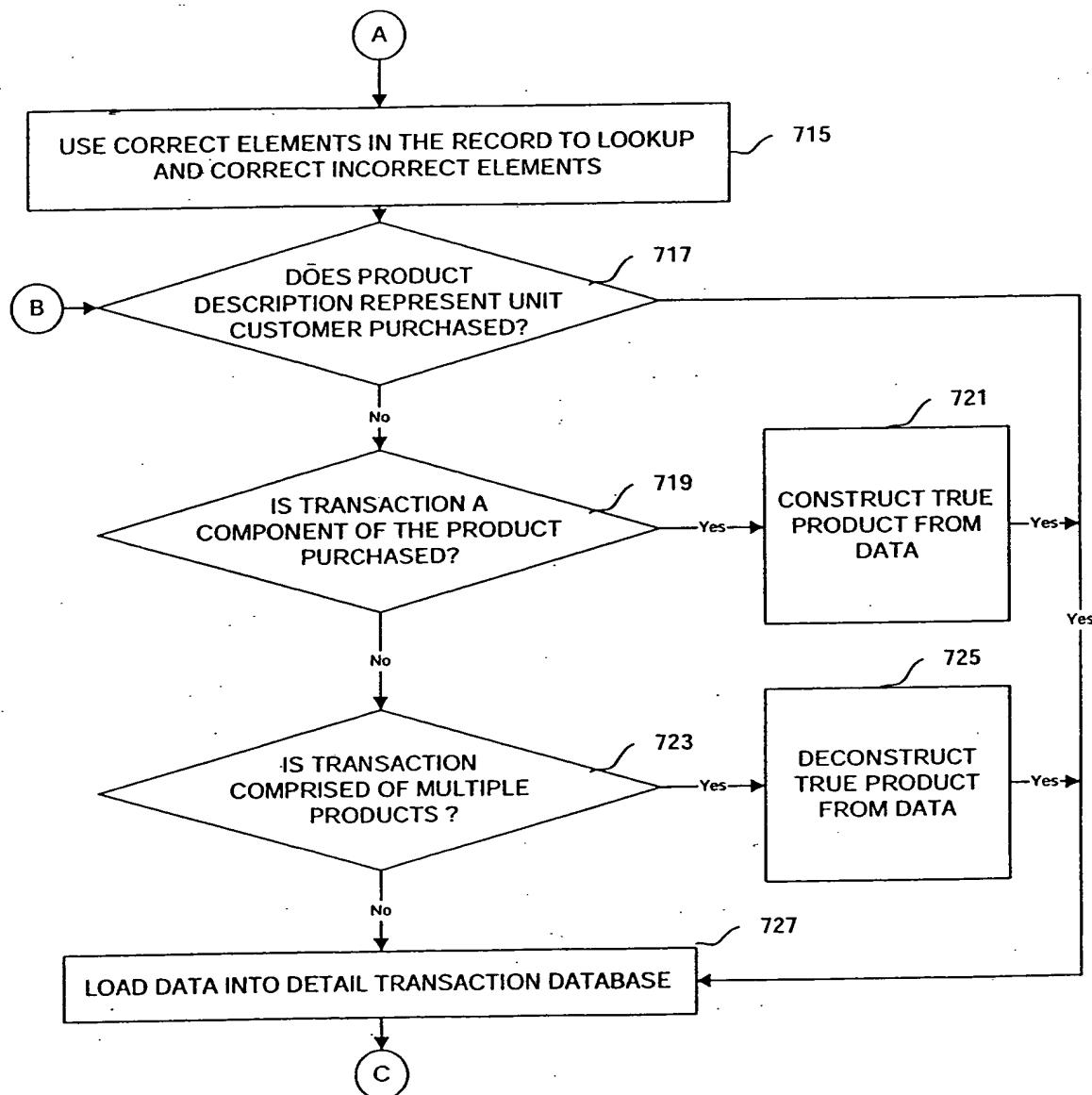


FIGURE 7.C:  
NORMALIZE DATA INTO STANDARD TRANSACTION FORMAT

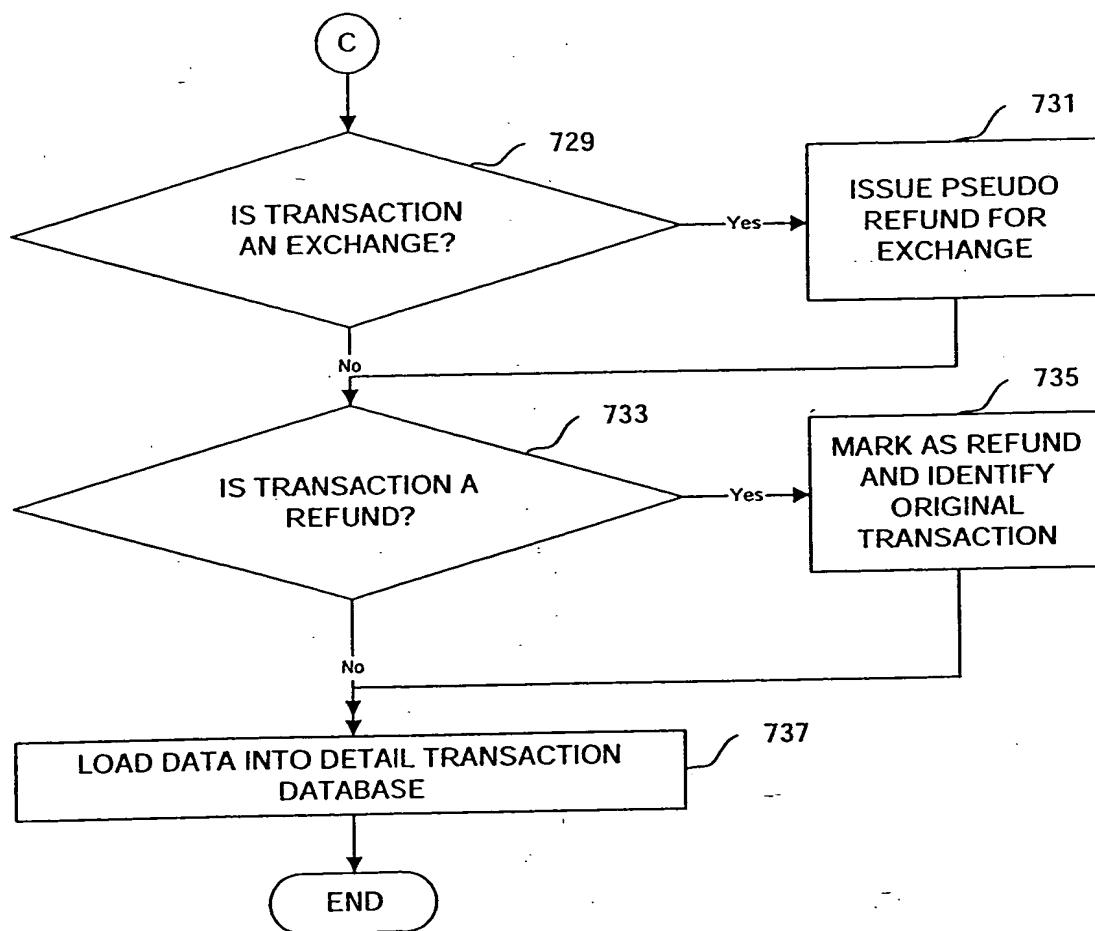


FIGURE 8.A  
DEFINE CONTRACT AND PERFORMANCE TERMS

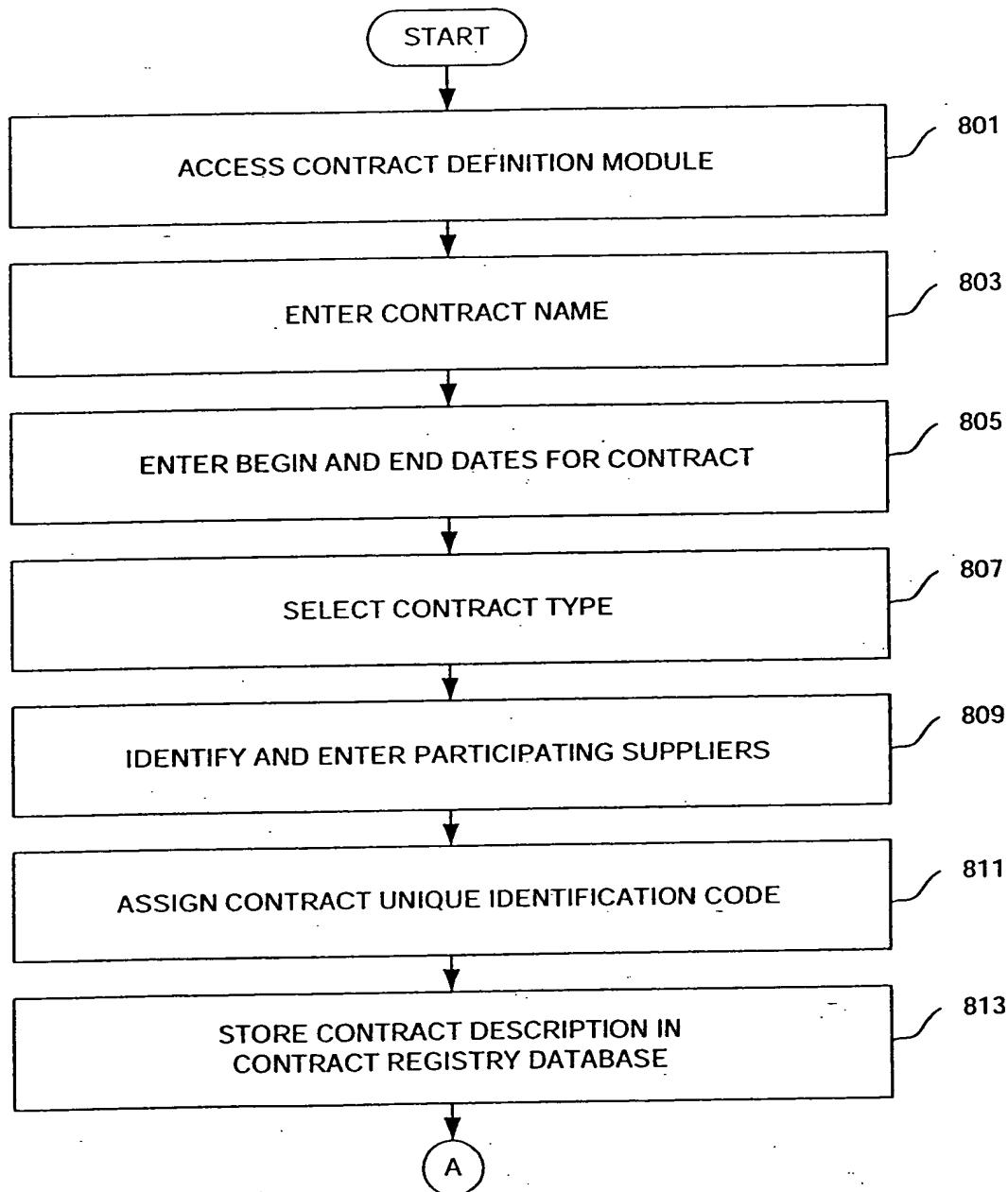


FIGURE 8.B  
DEFINE CONTRACT AND PERFORMANCE TERMS

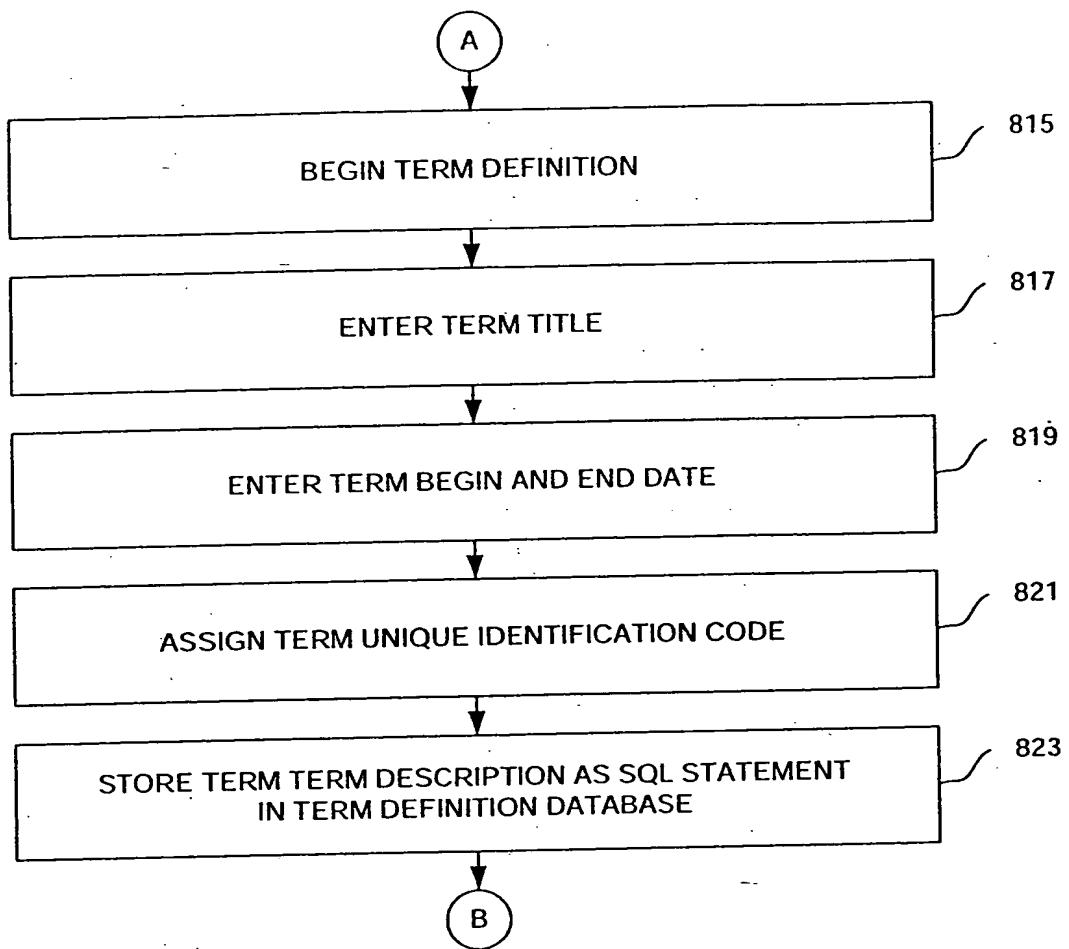


FIGURE 8.C  
DEFINE CONTRACT AND PERFORMANCE TERMS

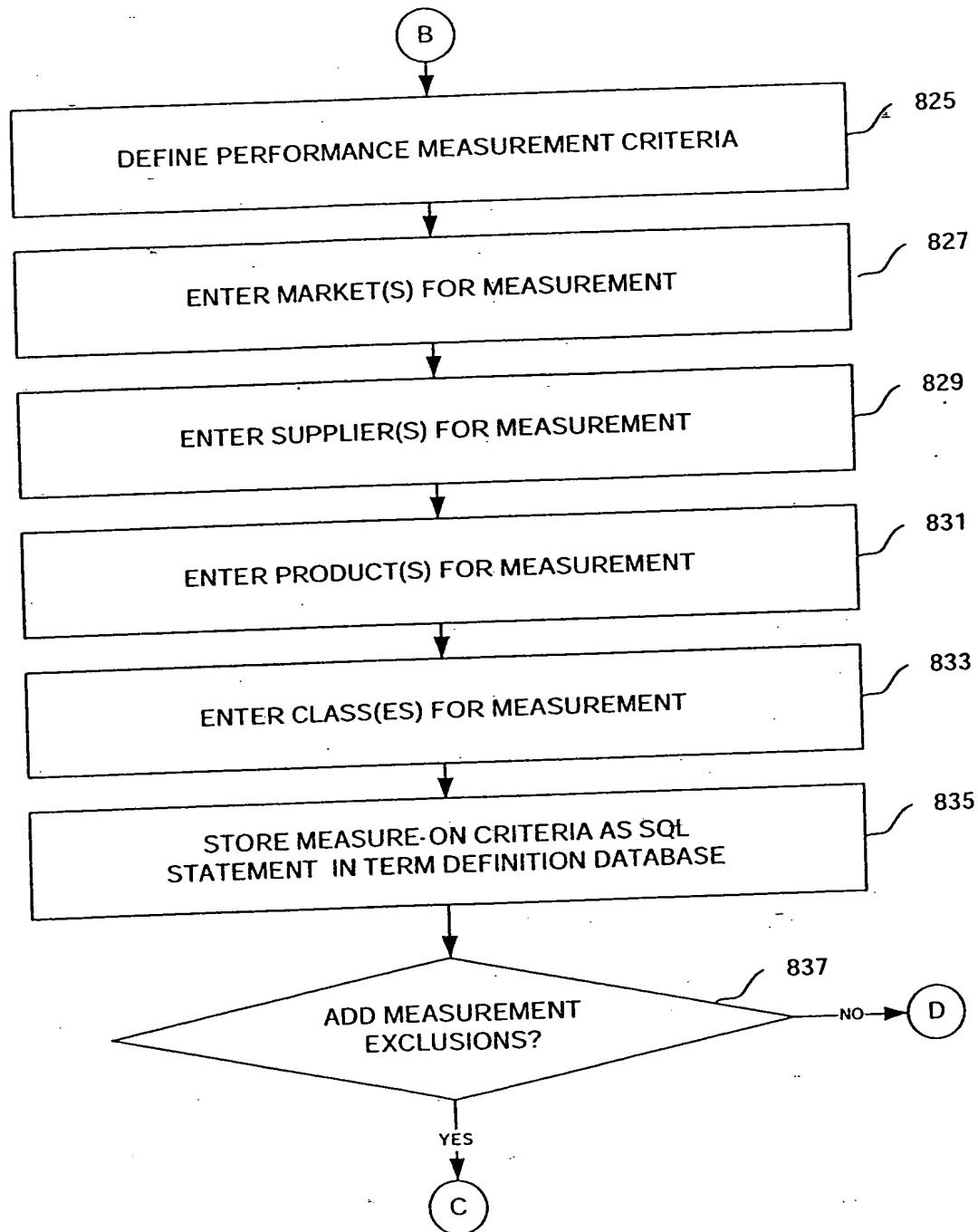


FIGURE 8.D  
DEFINE CONTRACT AND PERFORMANCE TERMS

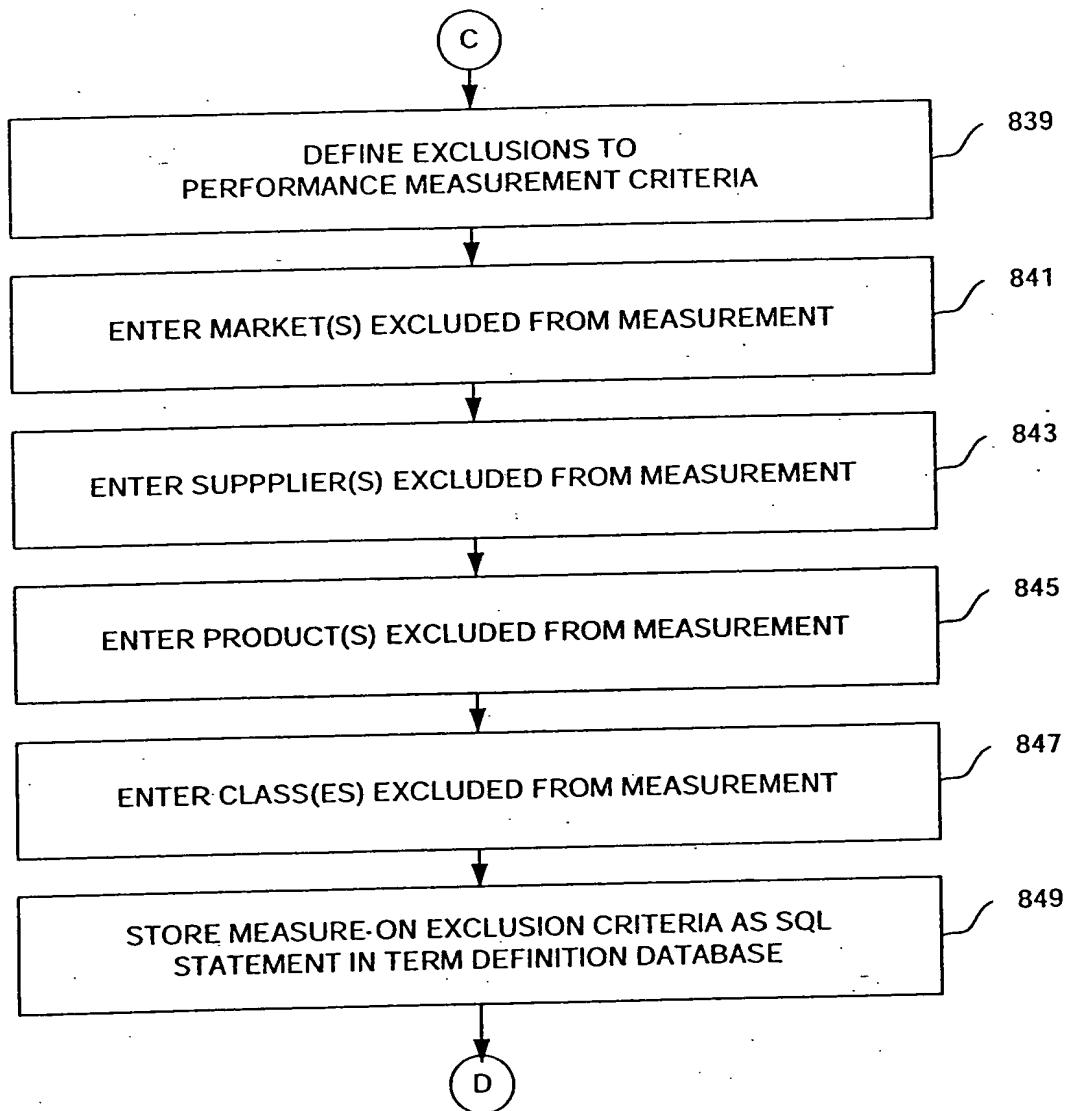


FIGURE 8.E  
DEFINE CONTRACT AND PERFORMANCE TERMS

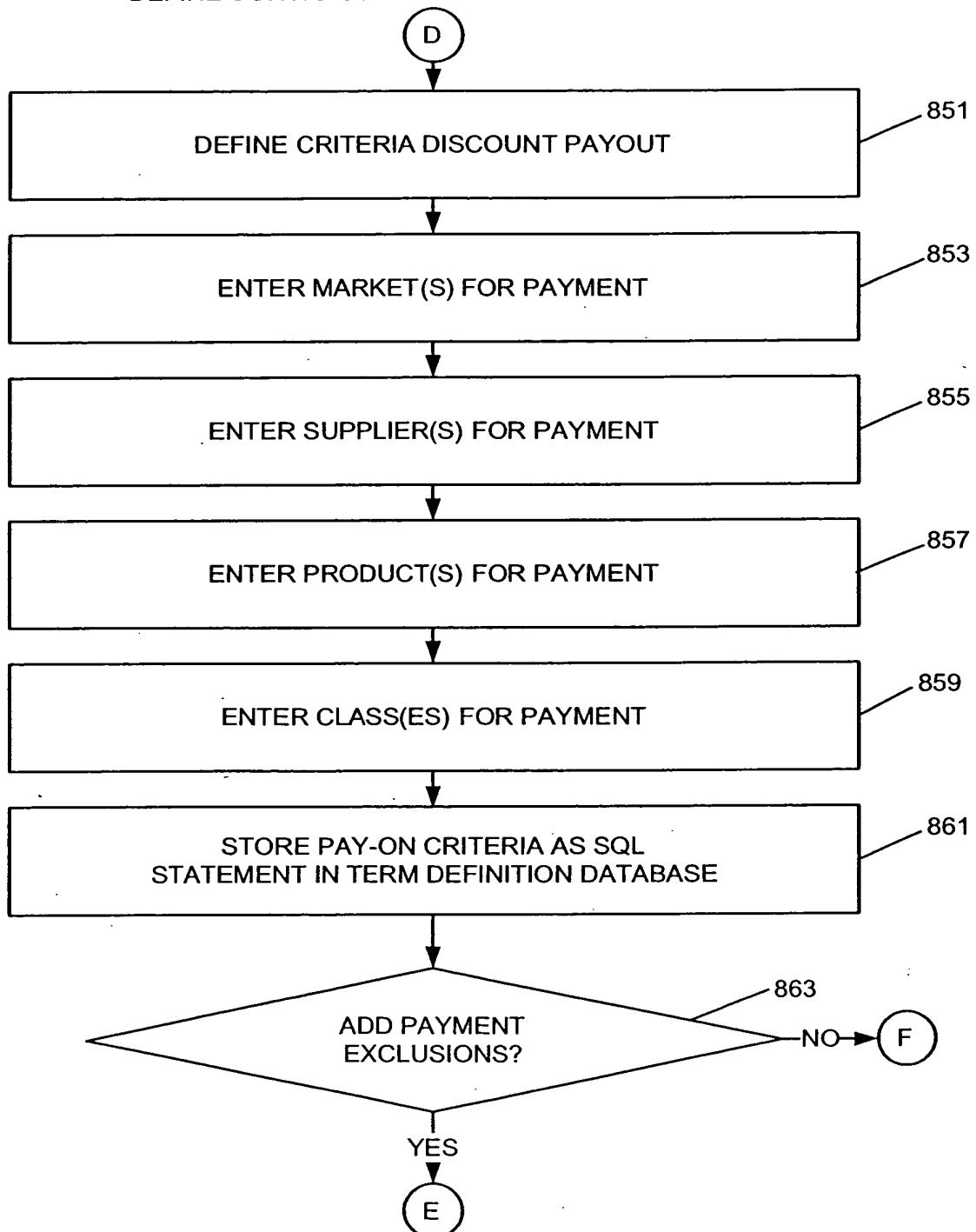


FIGURE 8.F  
DEFINE CONTRACT AND PERFORMANCE TERMS

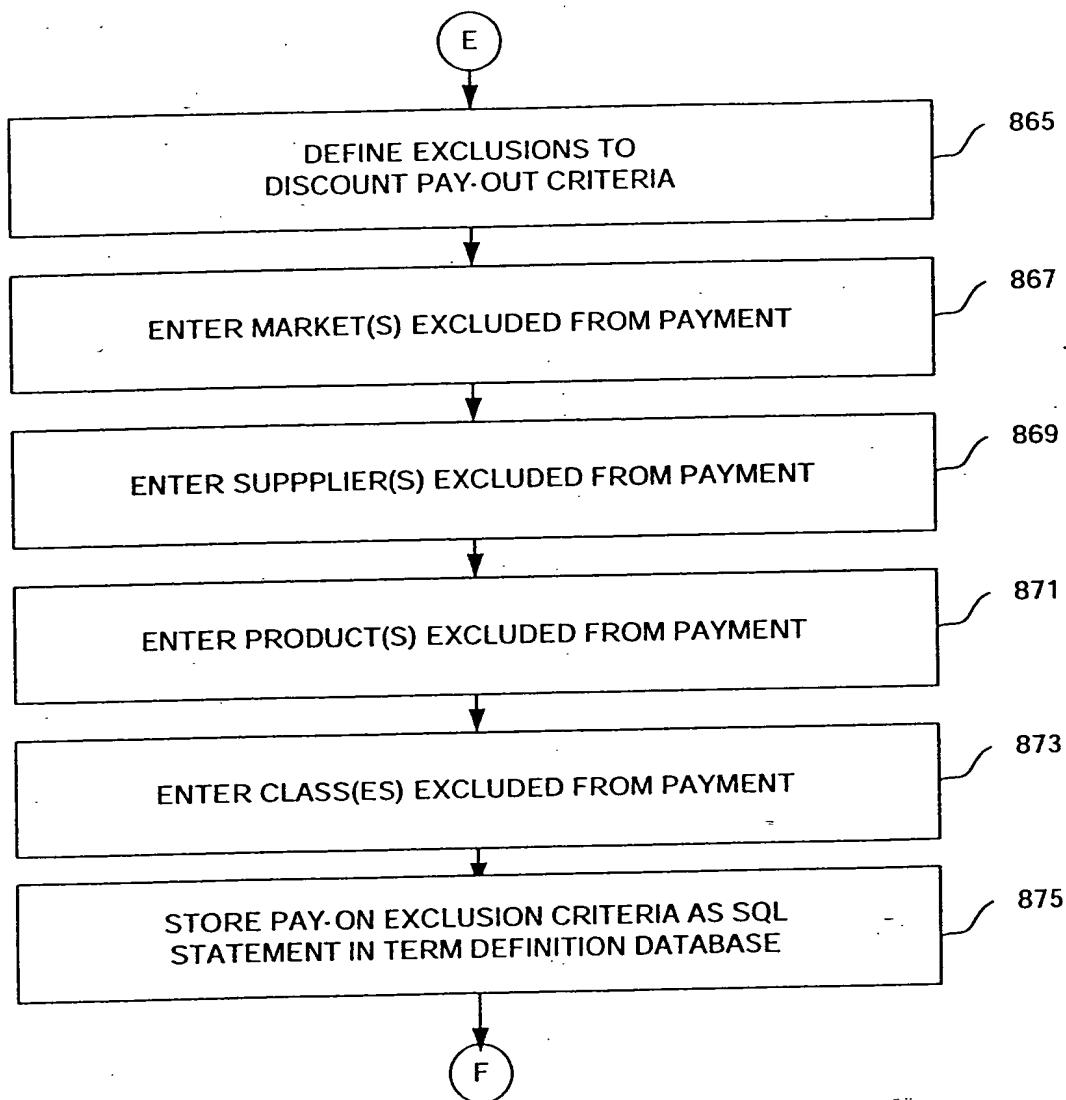
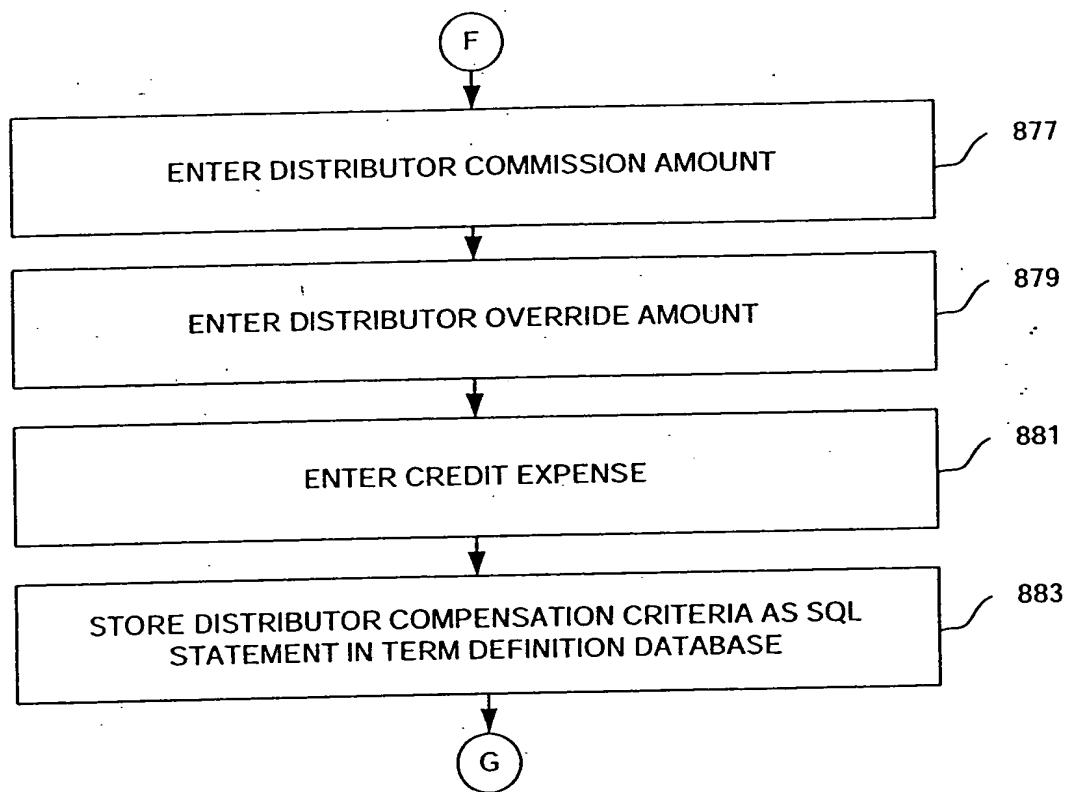


FIGURE 8.G  
DEFINE CONTRACT AND PERFORMANCE TERMS



**FIGURE 8.H**  
**DEFINE CONTRACT AND PERFORMANCE TERMS**

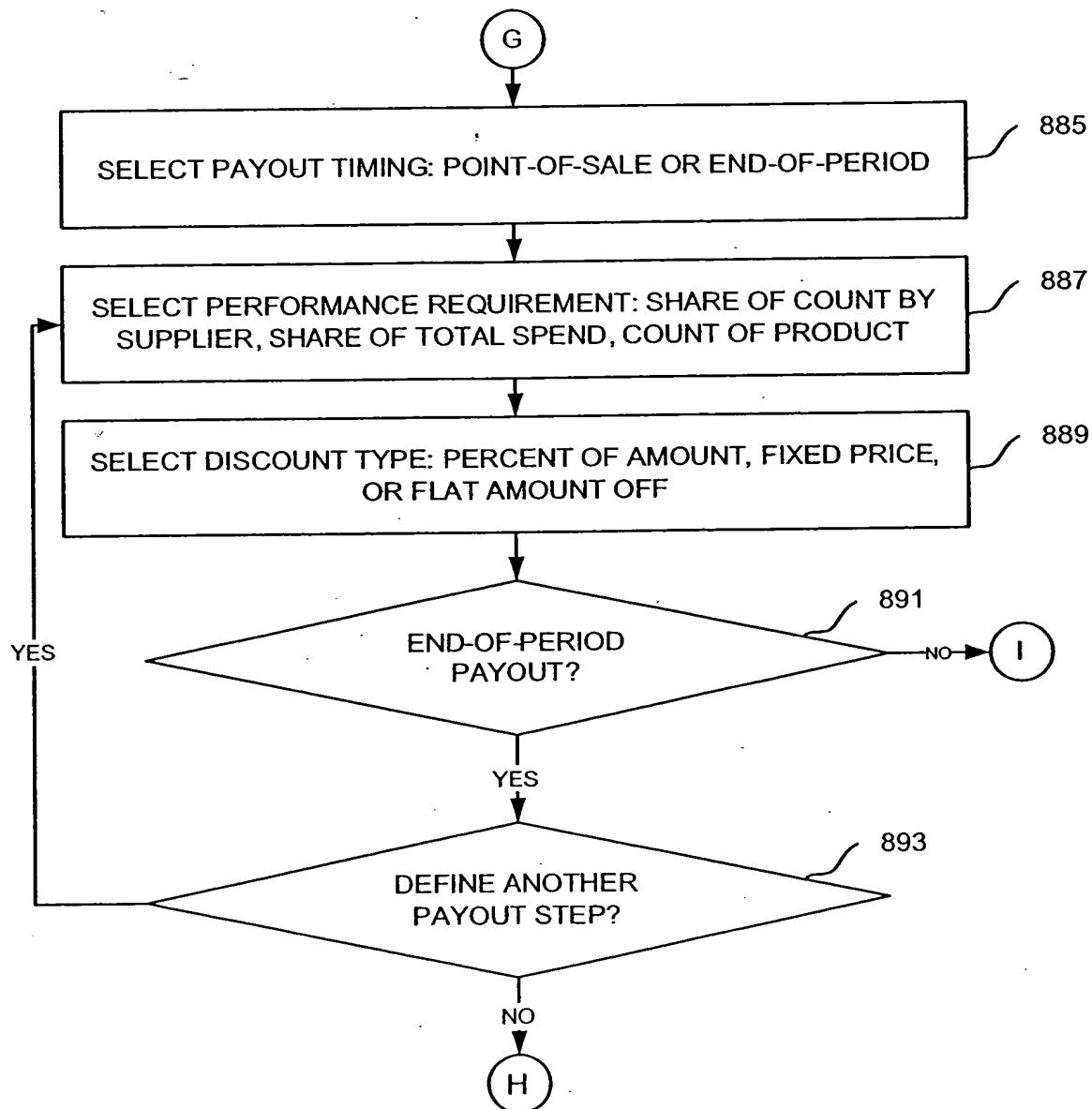
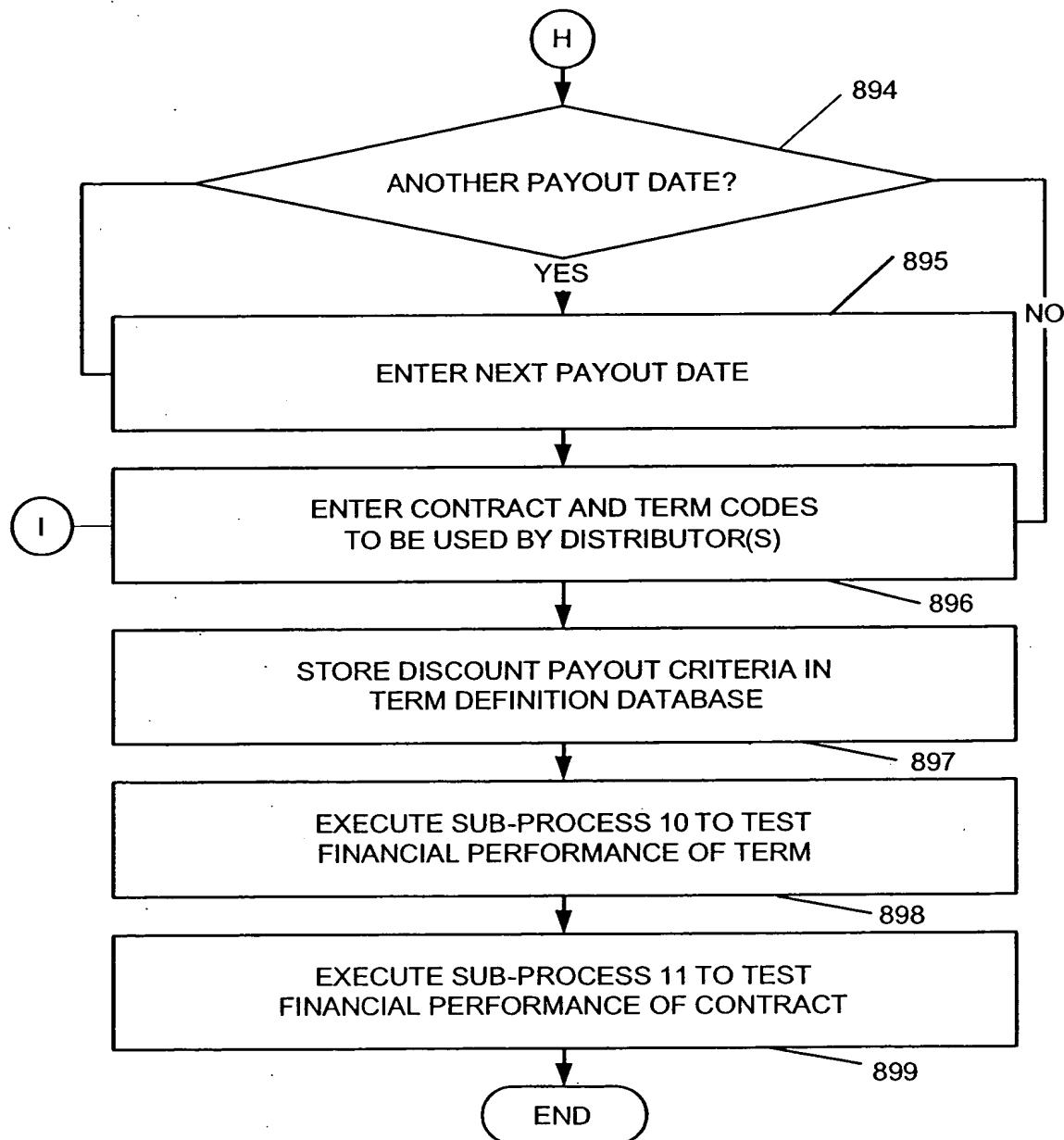


FIGURE 8.I  
DEFINE CONTRACT AND PERFORMANCE TERMS



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FIGURE 9.A  
MARK DETAILED TRANSACTIONS WITH  
CUSTOMER, CONTRACT, AND TERM CODES

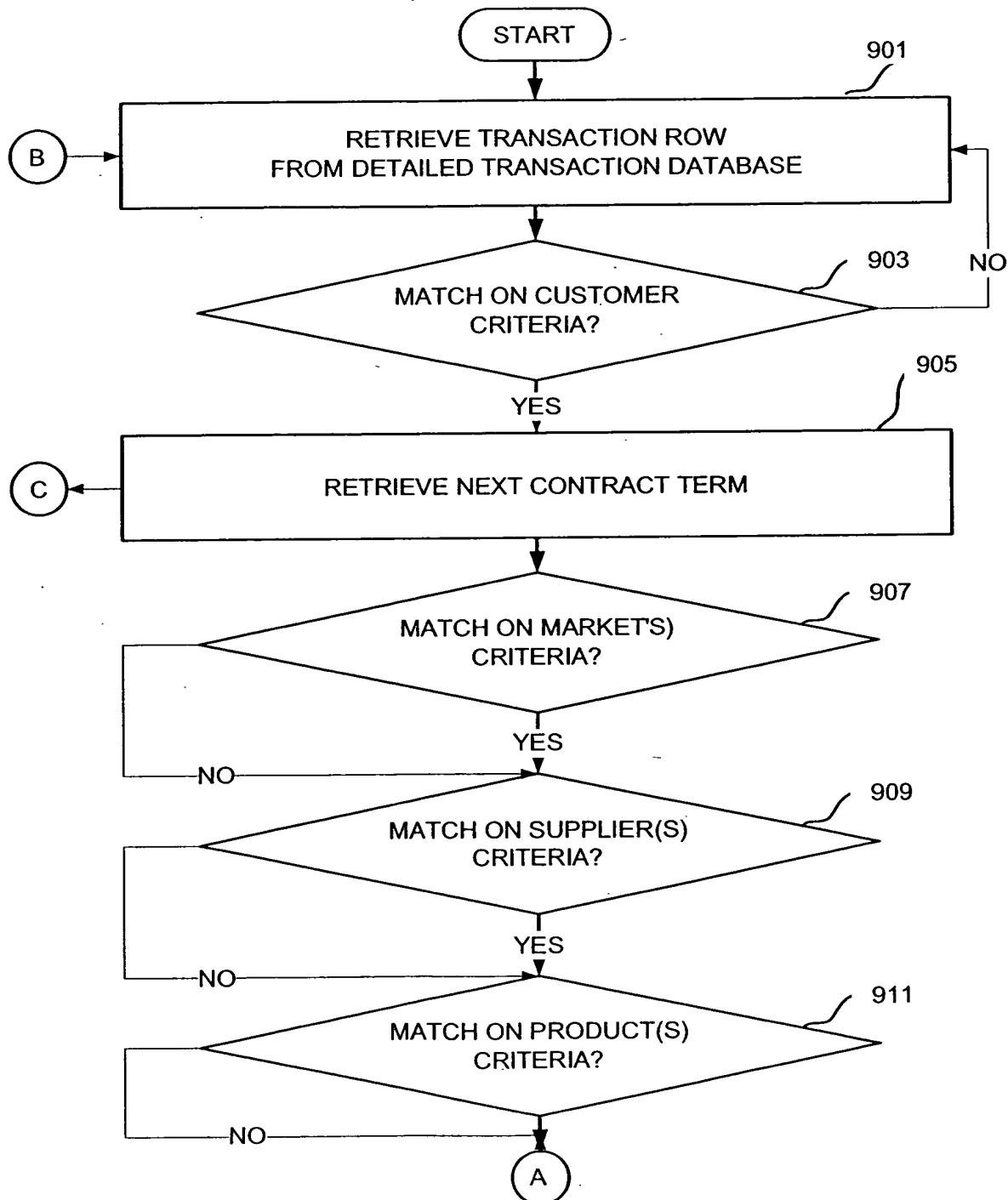


FIGURE 9.B  
MARK DETAILED TRANSACTIONS WITH  
CUSTOMER, CONTRACT, AND TERM CODES

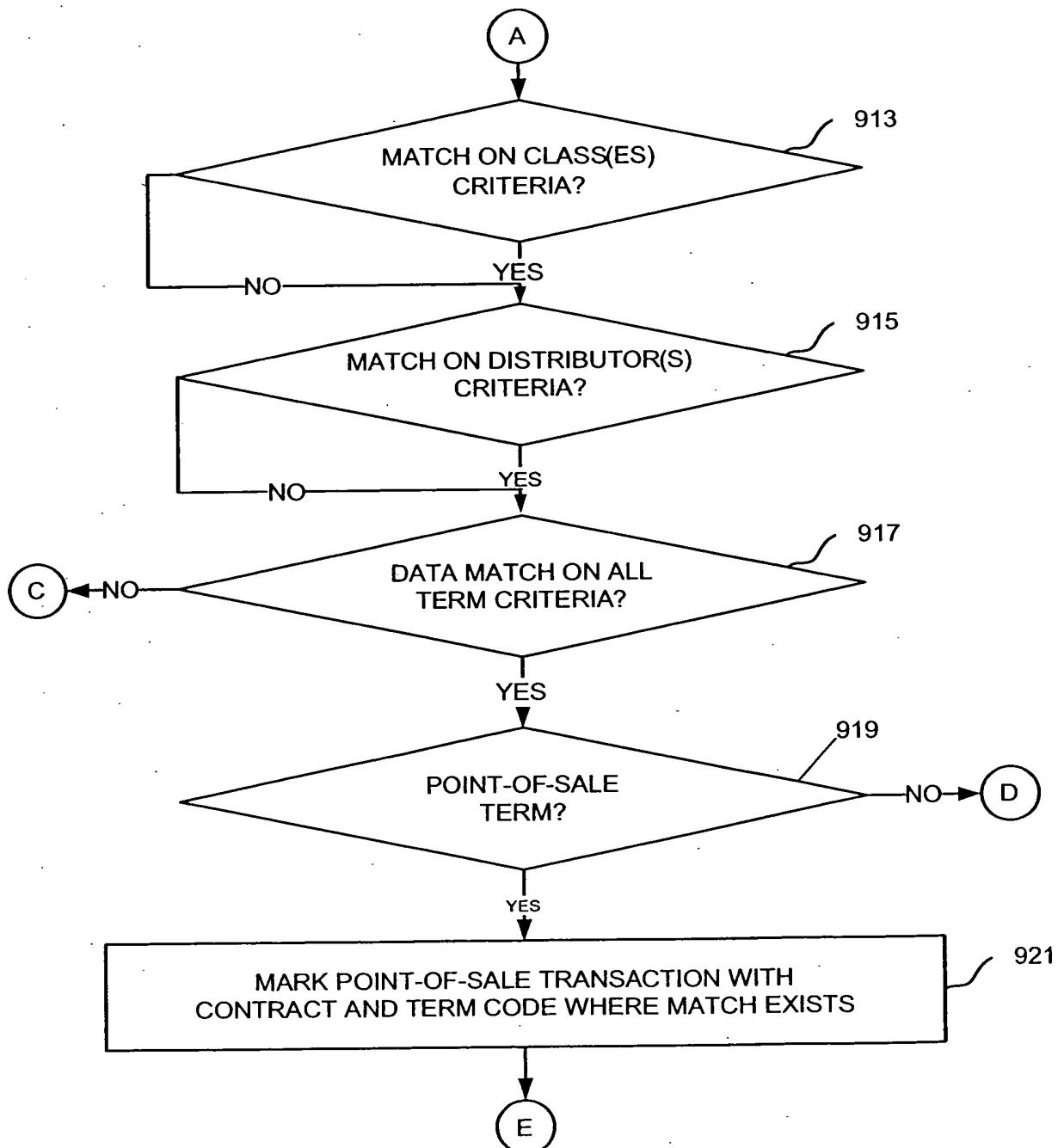


FIGURE 9.C  
MARK DETAILED TRANSACTIONS WITH  
CUSTOMER, CONTRACT, AND TERM CODES

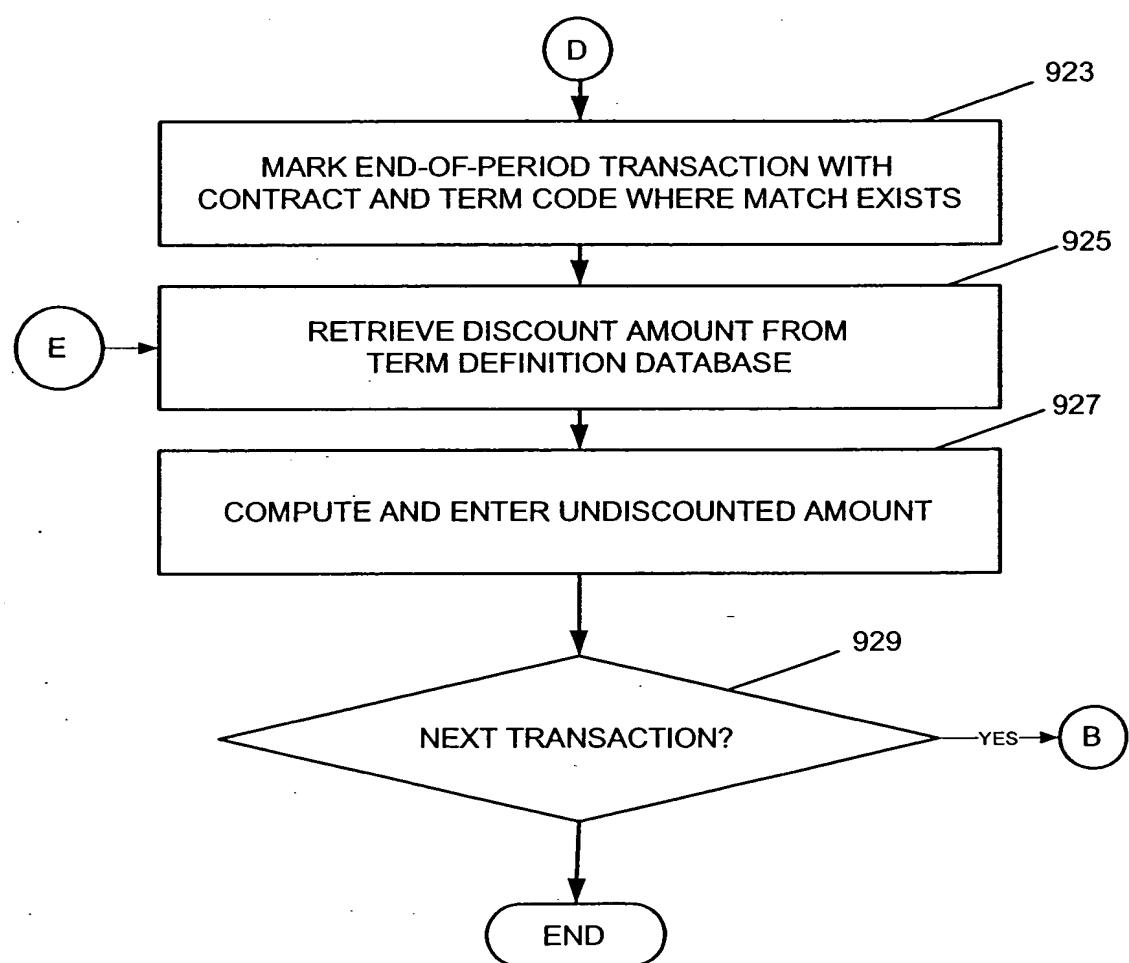


FIGURE 10.A  
CREATE TRANSACTION SUMMARY DATABASE

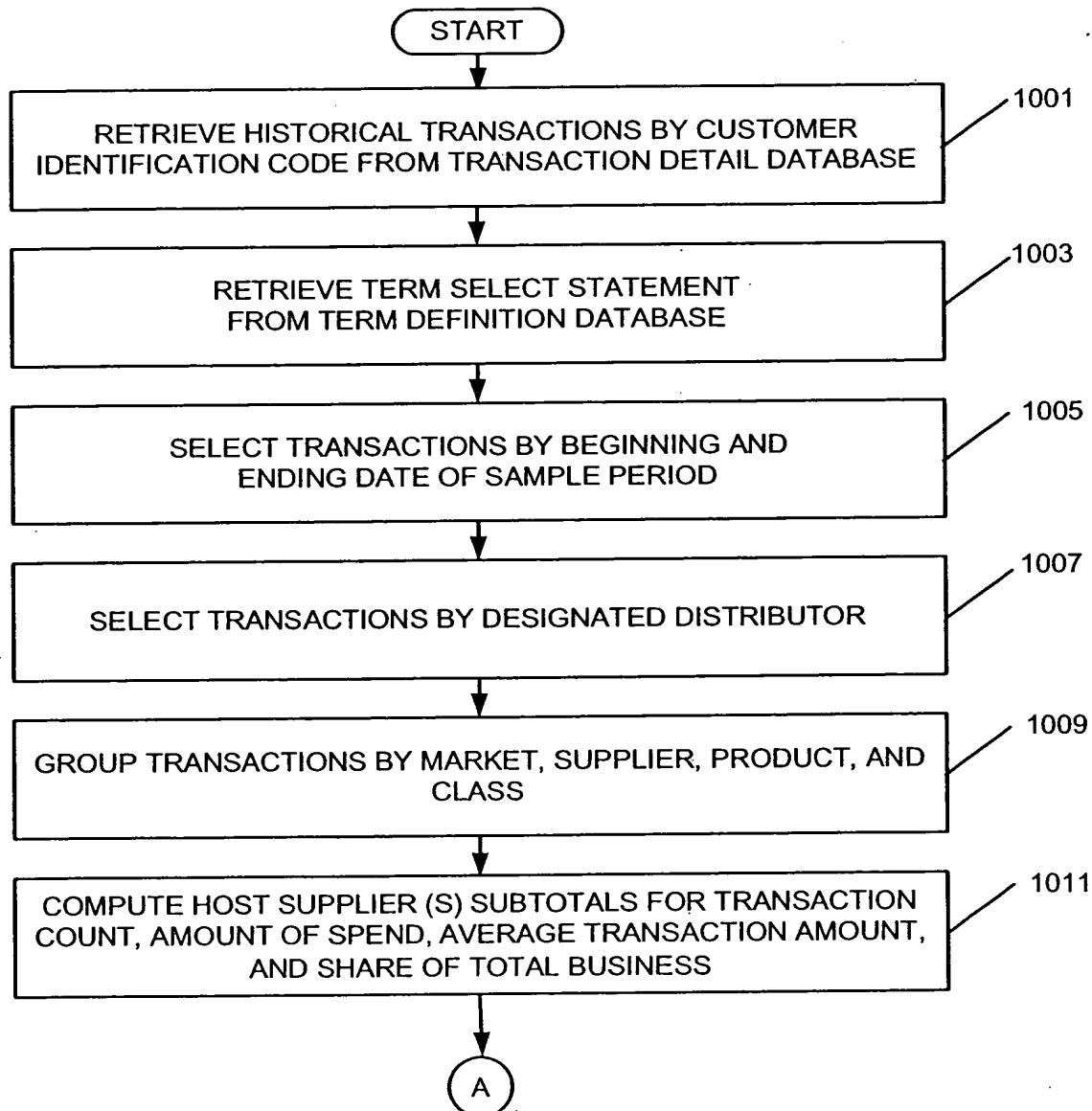


FIGURE 10.B:  
CREATE TRANSACTION SUMMARY DATABASE

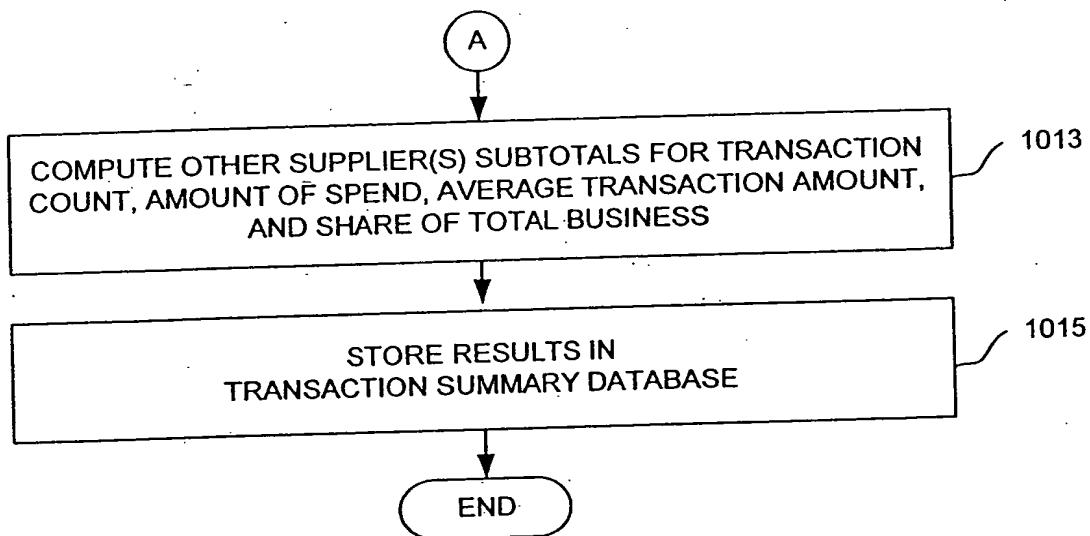


FIGURE 11.A  
FORECAST TERM PERFORMANCE

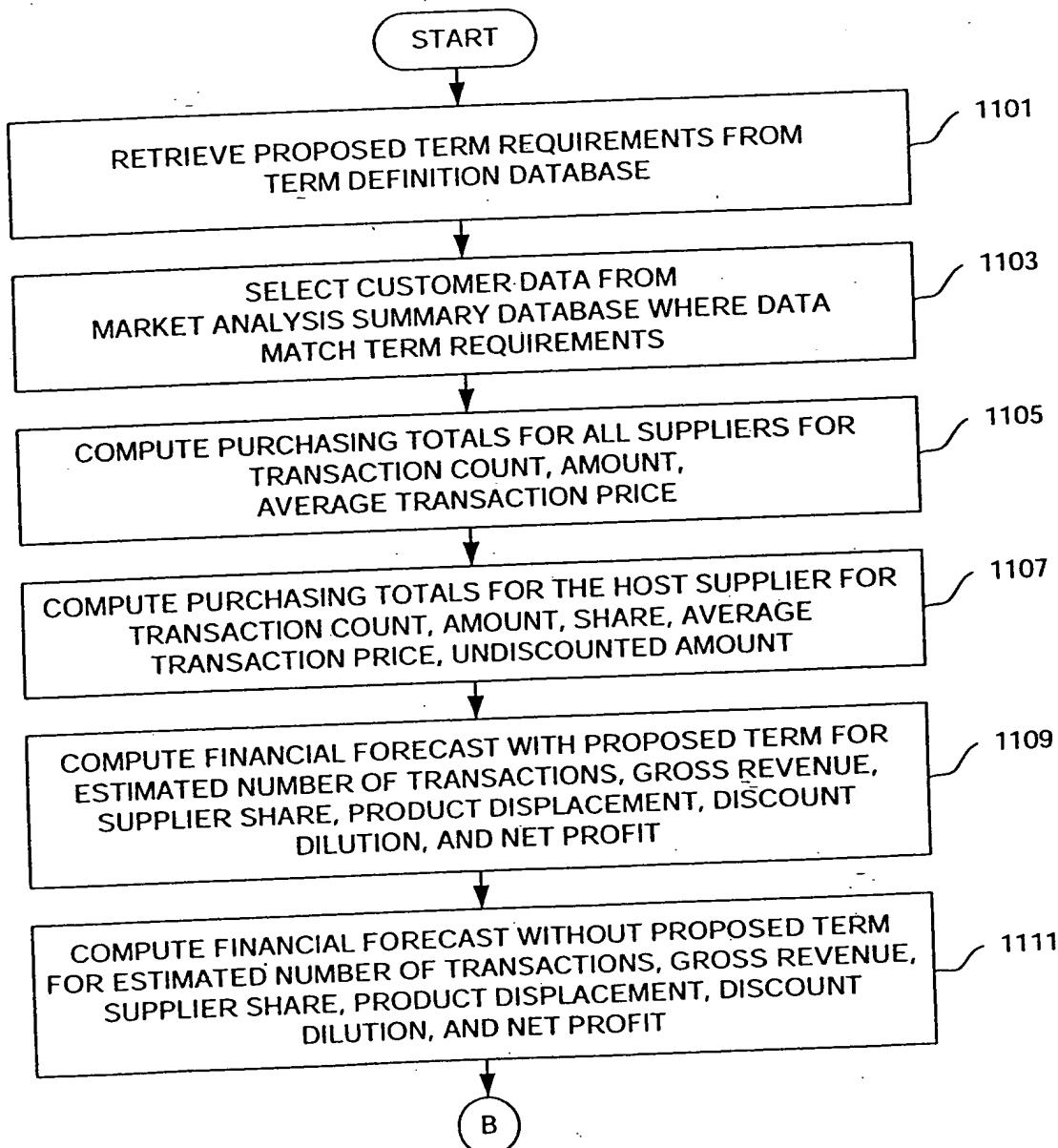


FIGURE 11.B  
FORECAST TERM PERFORMANCE

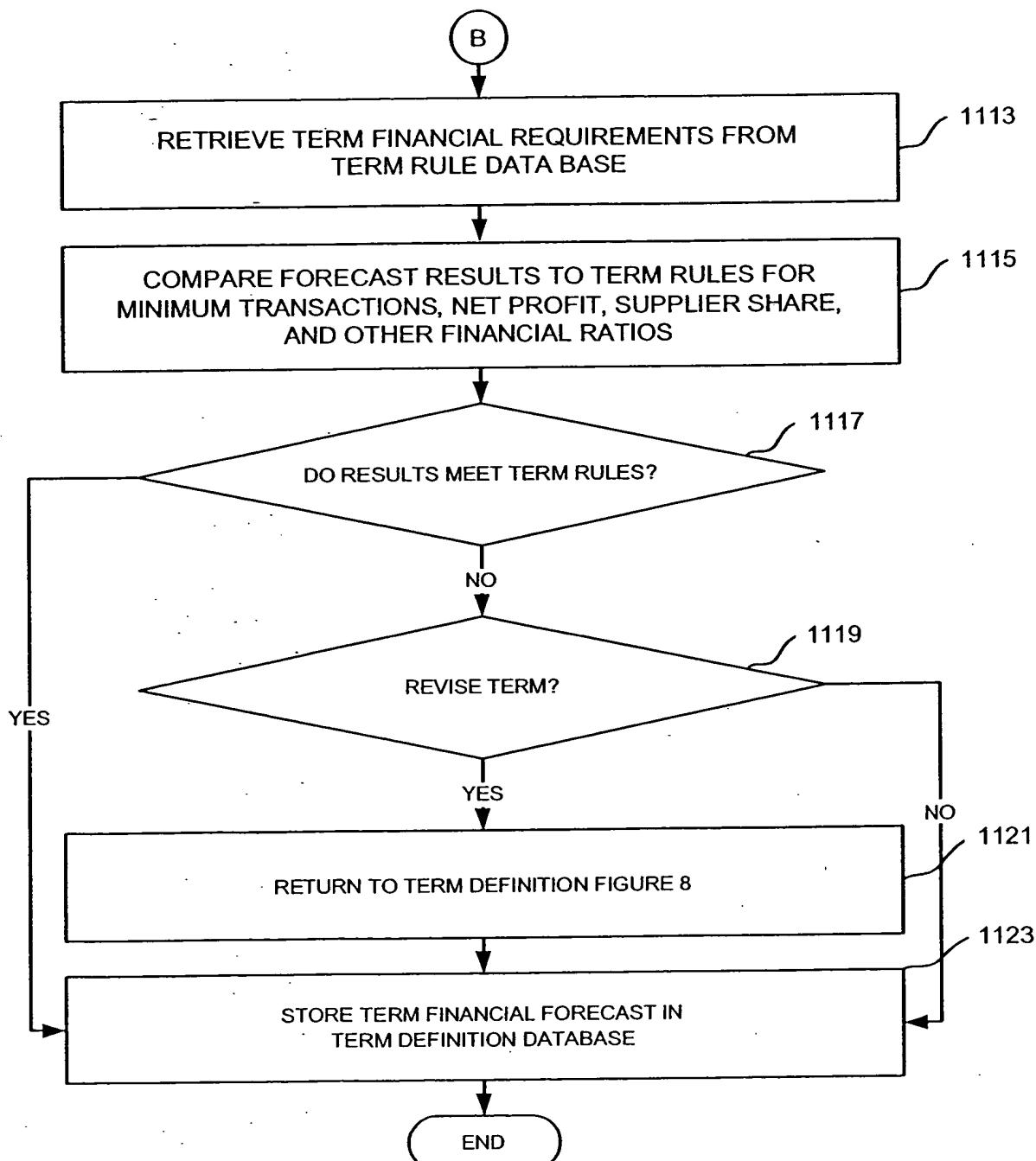


FIGURE 12.A  
FORECAST CONTRACT PERFORMANCE

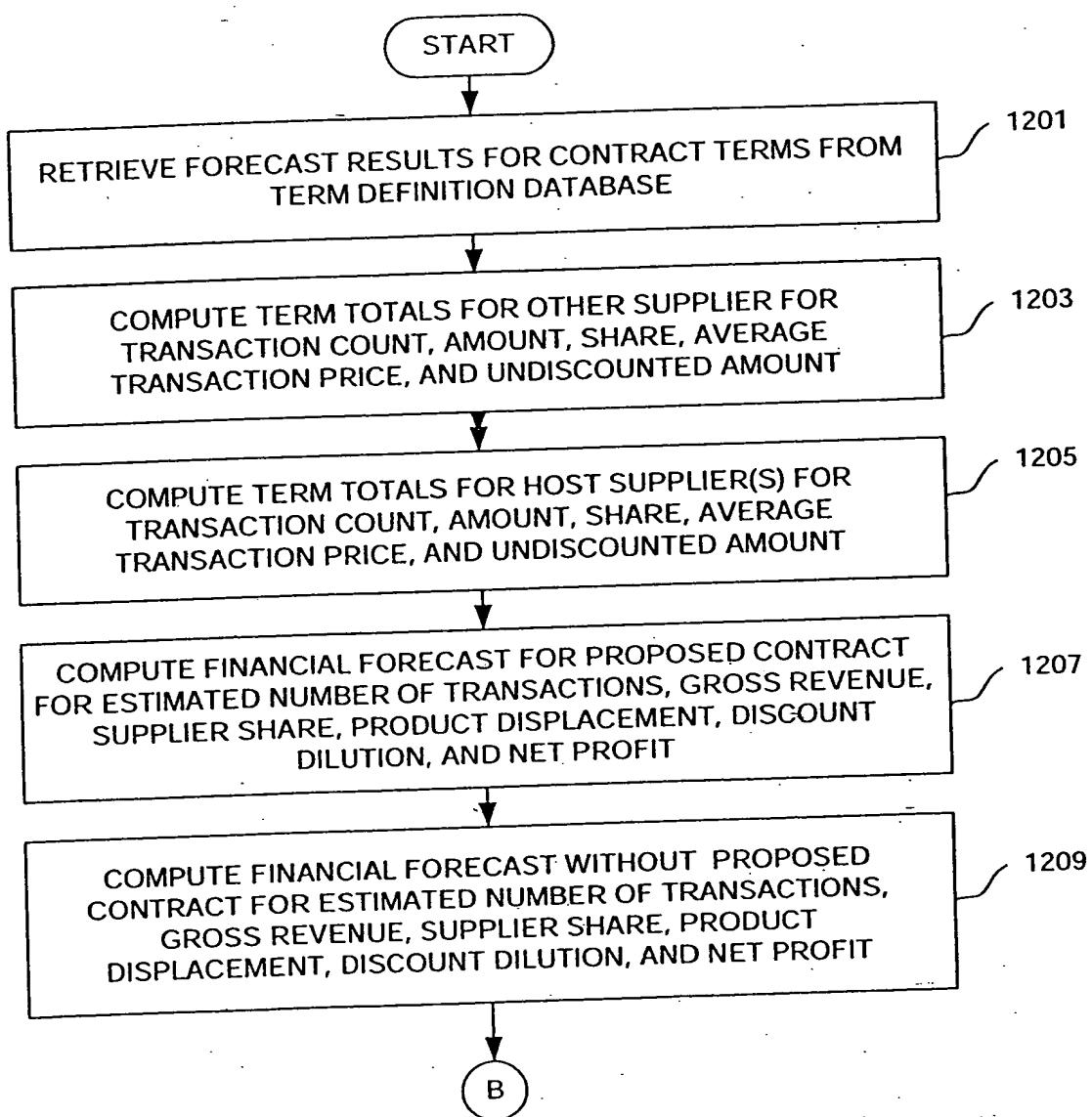


FIGURE 12.B  
FORECAST CONTRACT PERFORMANCE

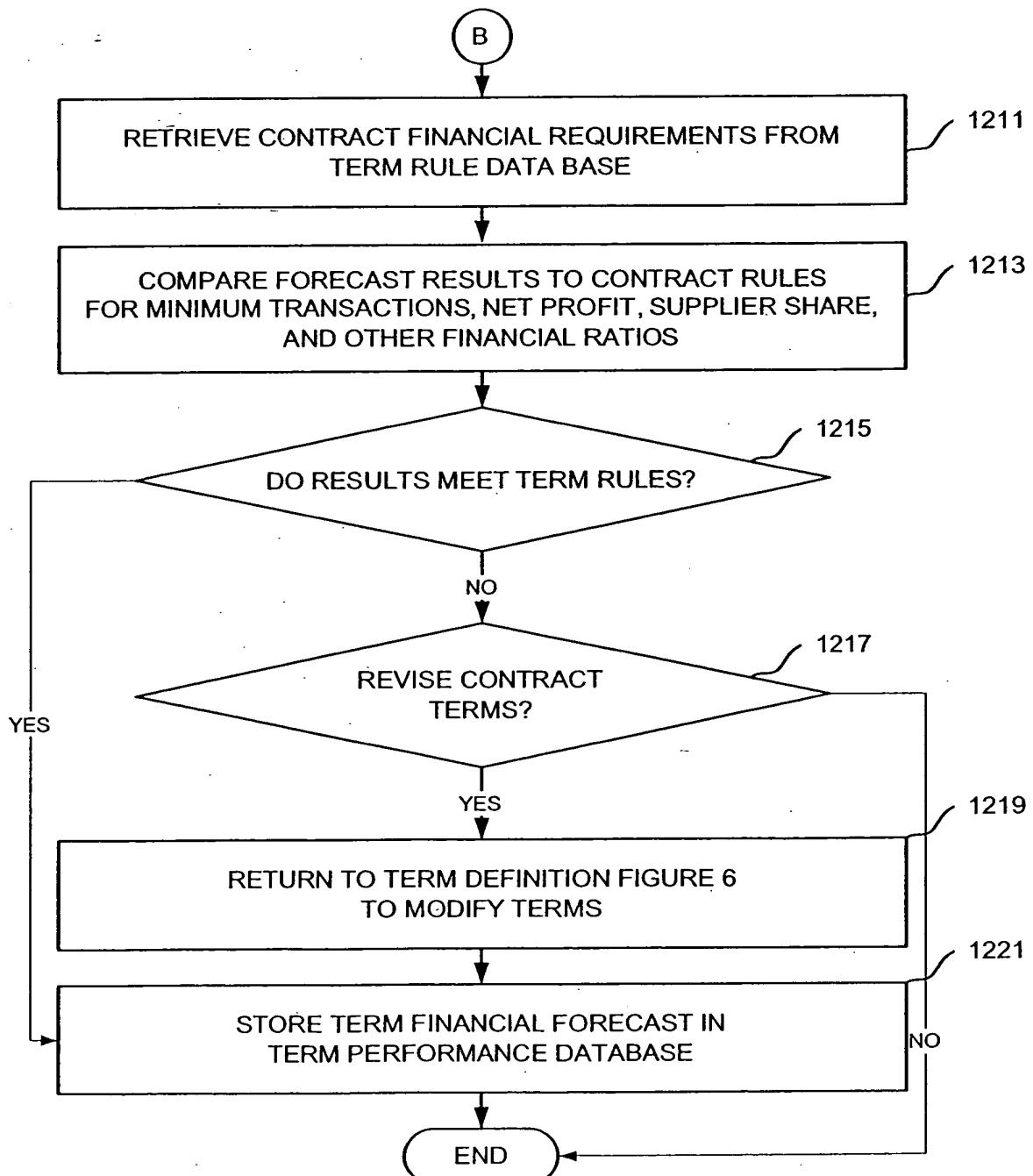


FIGURE 13  
PRODUCE AND DISTRIBUTE CONTRACTS AND TERMS

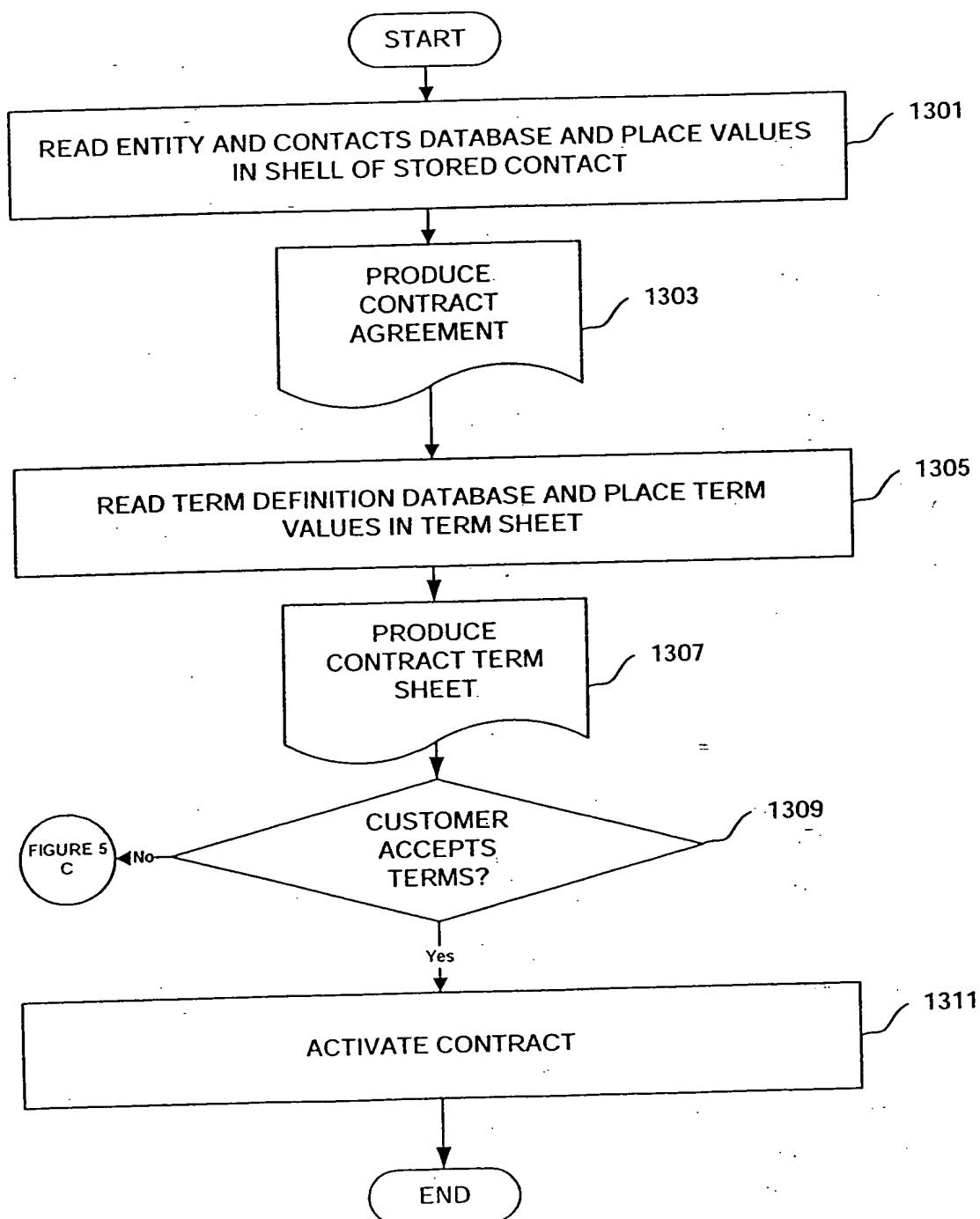


FIGURE 14.A  
AUDIT DISCOUNTED TRANSACTIONS

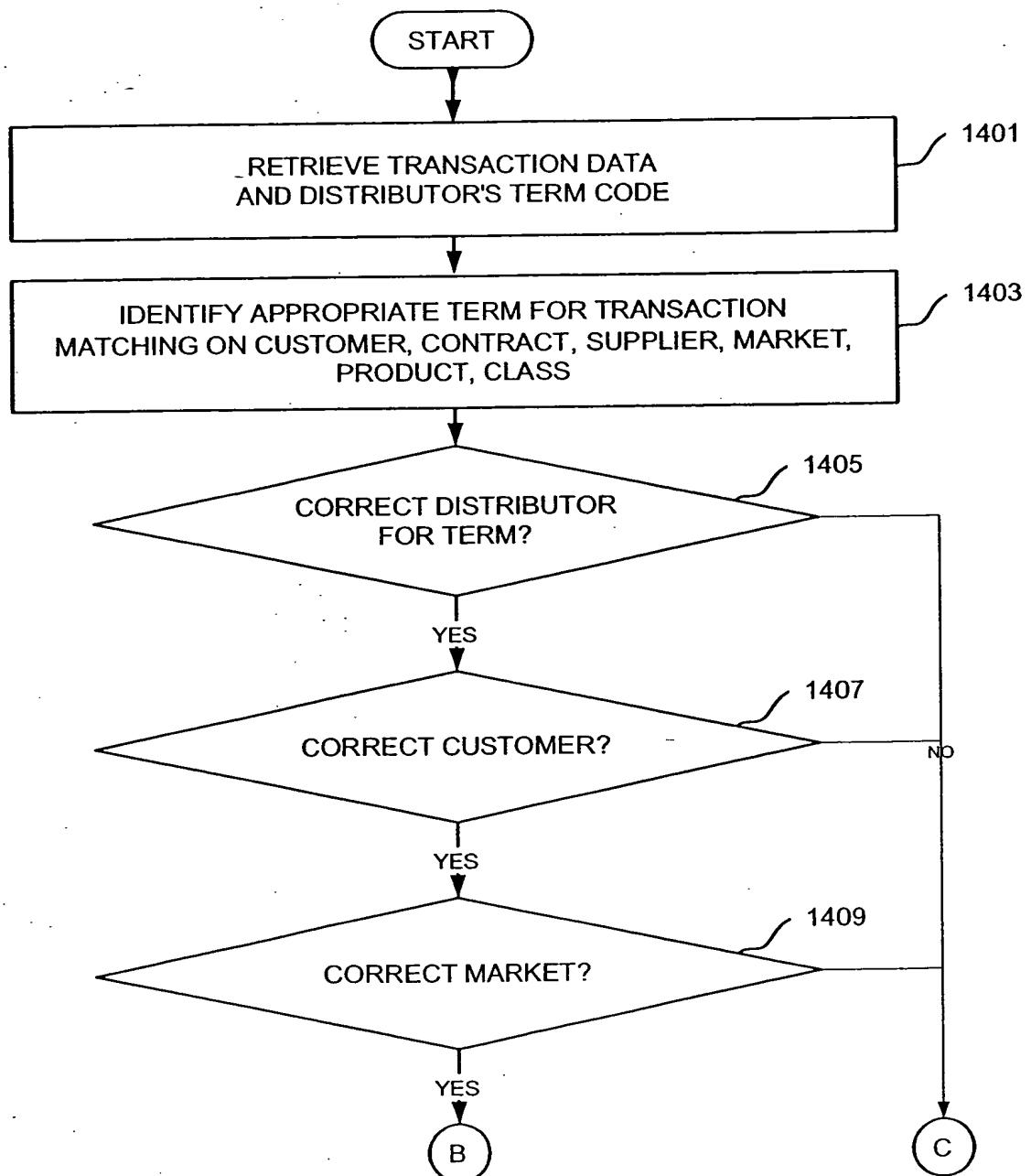


FIGURE 14.B  
AUDIT DISCOUNTED TRANSACTIONS

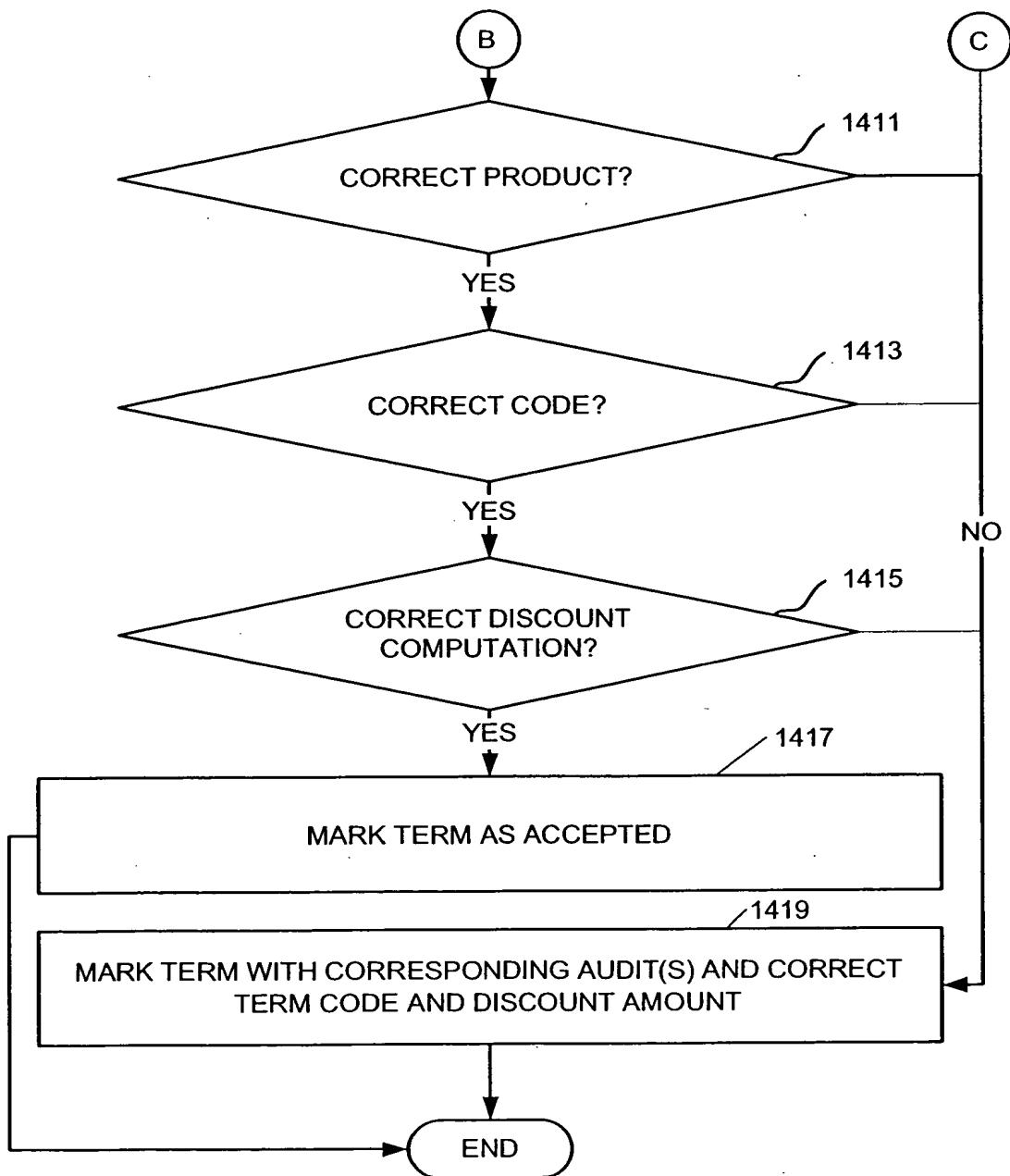


FIGURE 15A:  
MEASURE ACTUAL CONTRACT PERFORMANCE

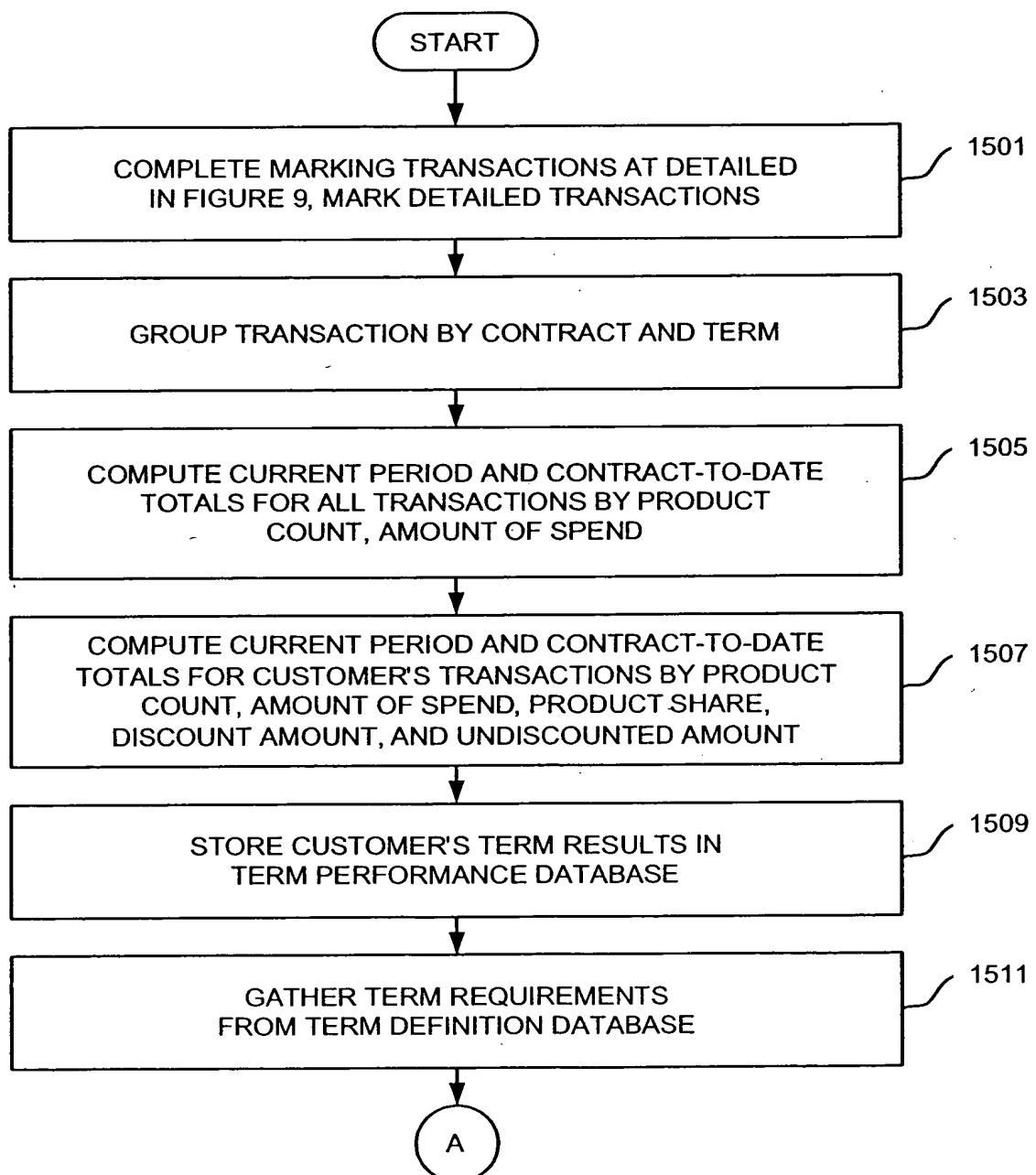


FIGURE 15B  
MEASURE ACTUAL CONTRACT PERFORMANCE

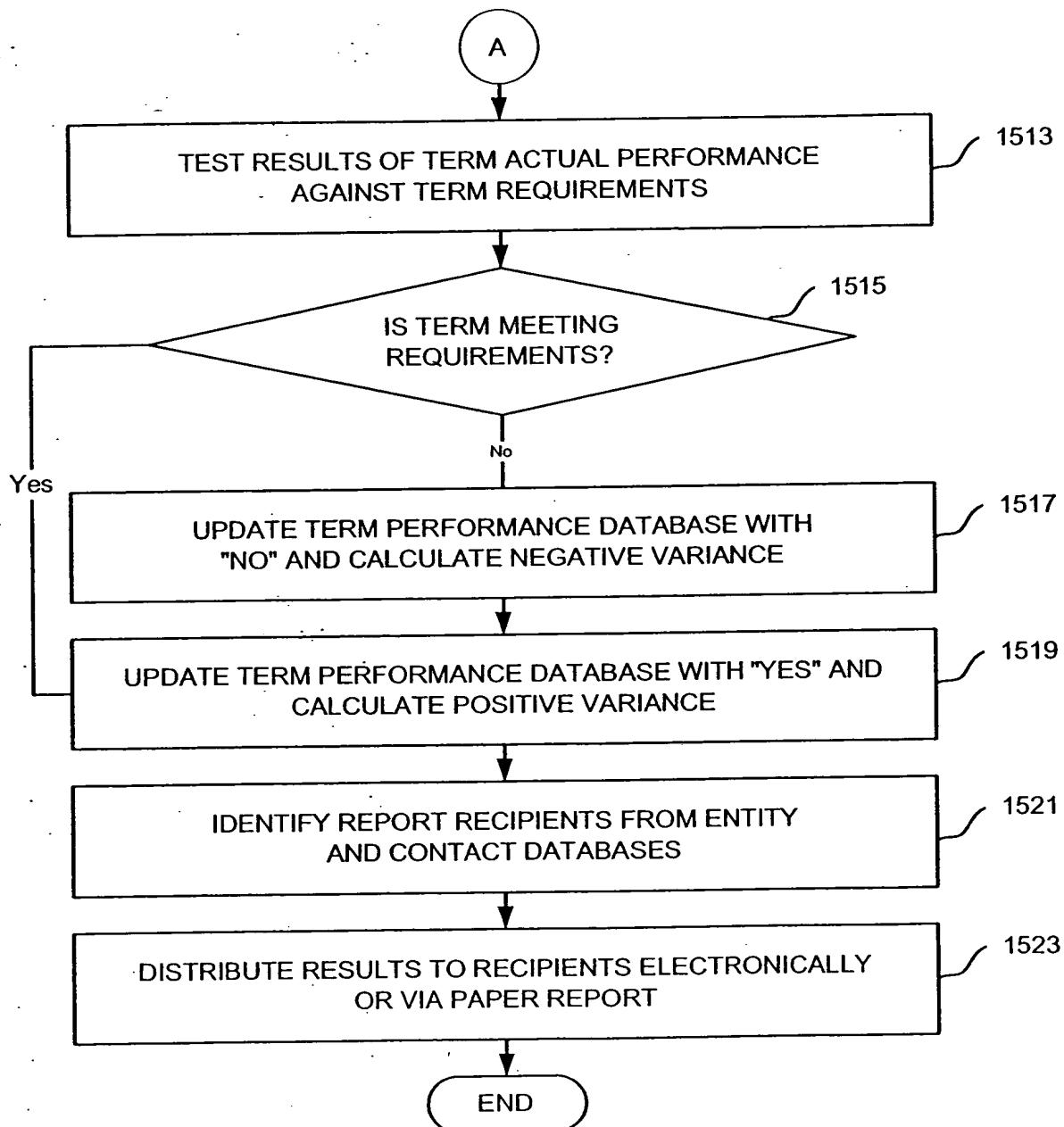


FIGURE 16:  
RECONCILE TERM PERFORMANCE

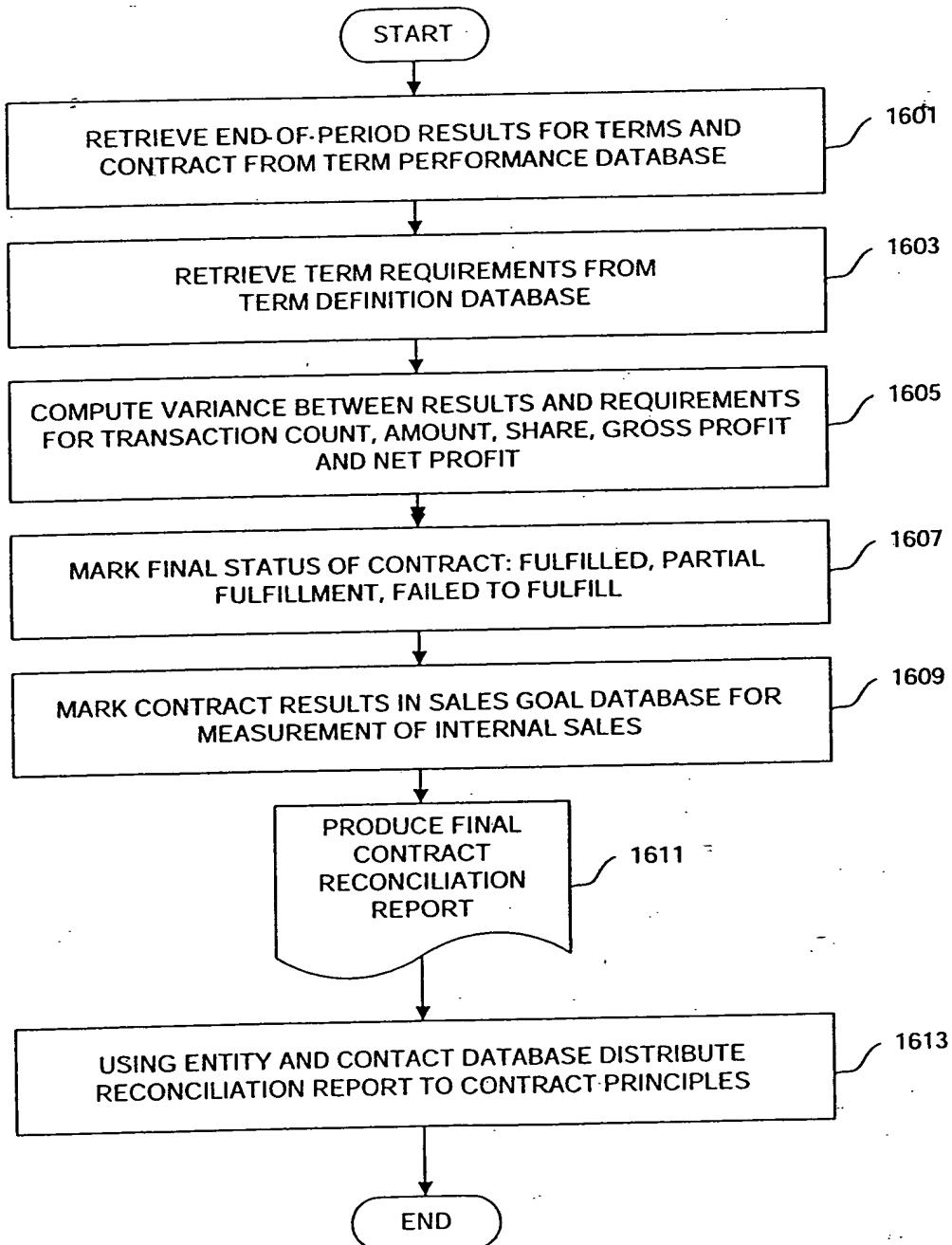


FIGURE 17:  
PAYOUT DISCOUNT

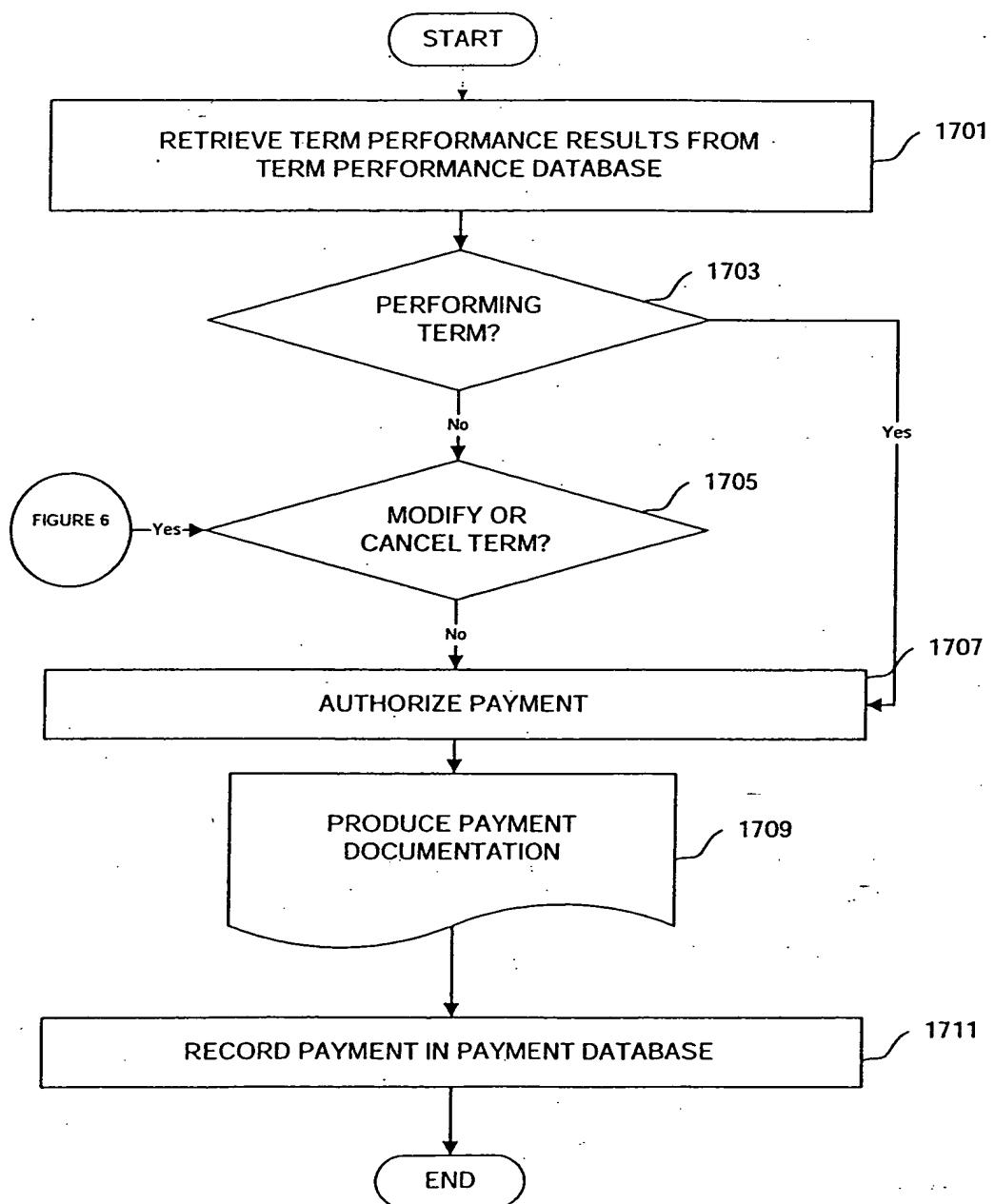
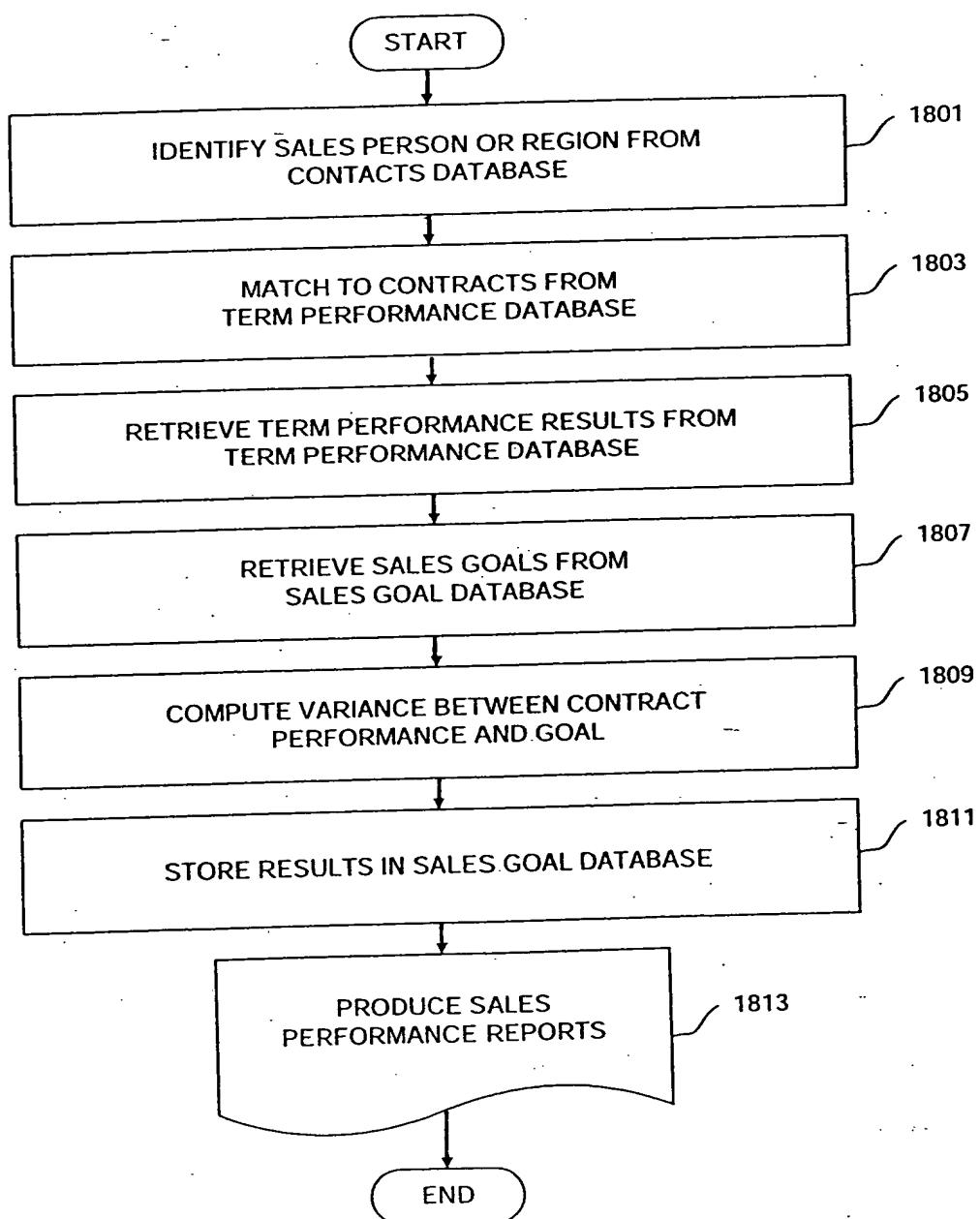


FIGURE 18:  
MANAGE SALES GOALS



**FIGURE 19**  
**TRANSACTION DETAIL DATA SCREEN**

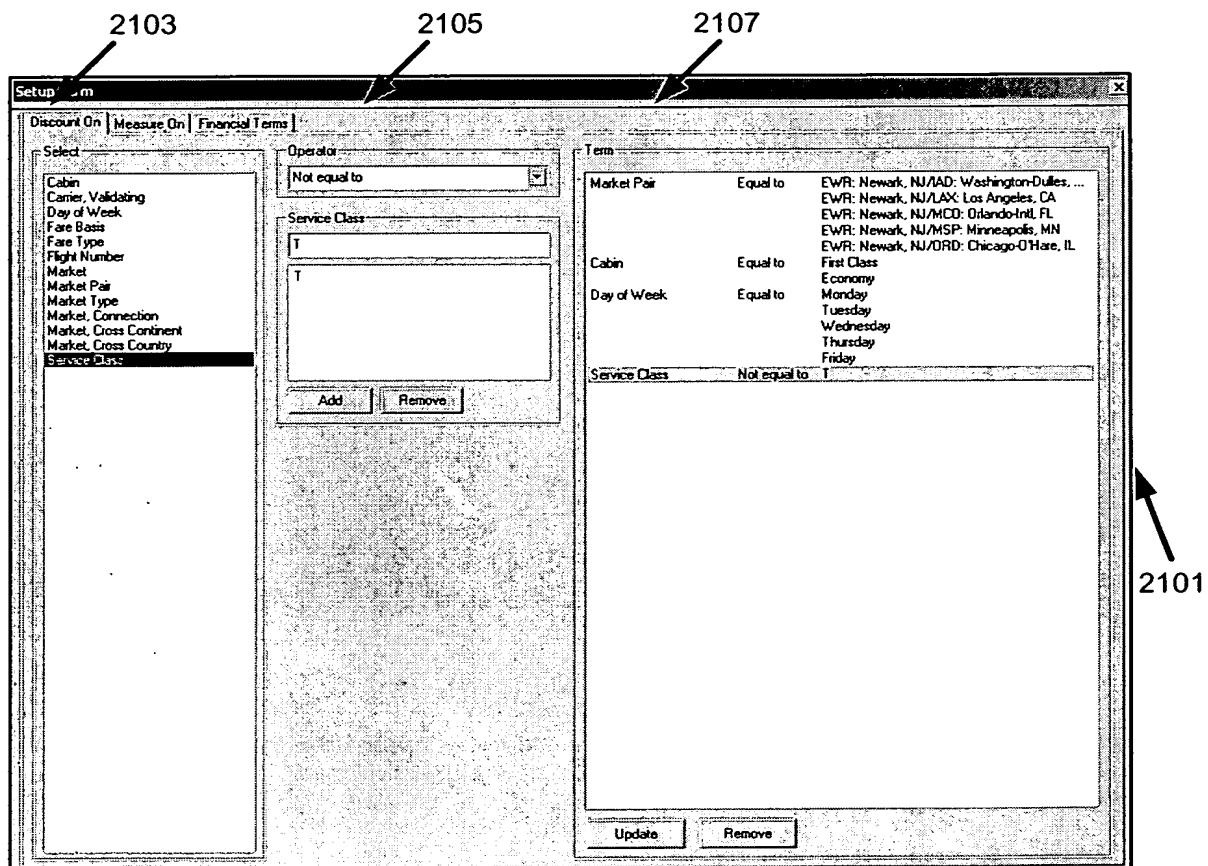
Ticket		Segment	Origin & Destination	Journey	Print	Next
Ticket Number	66044709xx					
Validating Carrier	British Airways					
Issue Date	01 Jan 2000					
Passenger	Mr. John Doe					
Company	ABC Company					
Data Source	Anywhere Travel, Inc.					
Ticket Location	212253xx					
PNR Locator	BXY245					
Credit Card	Visa					
Frequent Flyer #	BH12345678					
Tour Code	14BV					
Commission	\$112.00					
Tax	\$6.00					
Amount	\$1,200.00					
1903						
1905						
1907						
1909						
1911						
1901						
Origin	Albuquerque					
Connection	Houston					
Destination	Atlanta					
Carrier	Continental Airlines					
Operating Carrier	Continental Airlines					
Depart Date	16 Jan 2000					
Depart Time	7:40 am					
Arrive Date	16 Jan 2000					
Arrive Time	2:15 pm					
Trip duration	4:30					
Cabin, Fare Type	Business					
Fare Basis	J					
Ticket Designator	66044709xx					
Contract	ABC2000					
Net Amount	\$557.00					
Amount	\$600.00					
Full Fare	\$800.00					
Low Fare	\$0.00					
Discount	\$200.00					
Revenue Per Mile	.47					

**FIGURE 20**  
**MARKET ANALYSIS SUMMARY SCREEN**

The screenshot displays a market analysis summary screen with a grid of flight data. The columns represent various metrics: Term, Market, Cabin, Total Flights, Amount, Host Flights, Host Amount, NAS, Share, and Percent of NAS. The rows list specific flight details by market and cabin class. Arrows point from the top of the grid to the years 2003, 2005, 2007, 2009, and 2011, indicating the progression of data over time. The interface includes a toolbar at the top with buttons for Help, Undo, Redo, Delete, Terms, AI, View, Edit, Copy, Paste, and Refresh.

Term	Market	Cabin	Total Flights	Amount	Host Flights	Host Amount	NAS	Share	Percent of NAS
US to US	CMH - EVR	Economy	1,124	330,154	1,036	306,368	50%	92%	184%
US to US	CMH - EVR	Discount	308	35,593	296	34,676	50%	98%	192%
US to US	CMH - EWR	Economy	2,020	560,058	1,972	546,075	50%	98%	196%
US to US	CMH - EWR	Discount	184	25,647	176	24,199	50%	98%	192%
US to US	CVG - EWR	First Class	8	2,971	0	0	38%	0%	0%
US to US	CVG - EWR	Economy	2,424	717,694	764	205,627	33%	32%	97%
US to US	CVG - EWR	Discount	1,956	400,478	176	19,750	33%	9%	27%
US to US	CVG - EWR	Economy	2,176	622,224	1,424	389,845	33%	65%	197%
US to US	CVG - EWR	Discount	920	172,033	140	13,925	33%	15%	45%
US to US	DCA - EWR	Economy	2,424	314,900	2,424	314,900	100%	100%	100%
US to US	DCA - EWR	Discount	140	9,478	140	9,478	100%	100%	100%
US to US	DCA - EWR	Economy	7,064	906,571	7,064	906,571	100%	100%	100%
US to US	DCA - EWR	Discount	260	18,891	260	18,891	100%	100%	100%
US to US	DEN - EVR	First Class	36	23,197	8	6,510	36%	22%	61%
US to US	DEN - EVR	Economy	52	30,269	20	12,005	37%	38%	103%
US to US	DEN - EVR	Discount	3,244	915,660	500	142,976	37%	15%	41%
US to US	DEN - EWR	Economy	76	46,664	68	41,793	37%	89%	241%
US to US	DEN - EWR	Discount	6,244	1,779,567	3,220	950,316	37%	52%	141%
US to US	DFW - EWR	First Class	24	13,759	12	7,789	29%	50%	172%
US to US	DFW - EWR	Economy	2,608	1,392,186	1,196	586,437	30%	46%	153%
US to US	DFW - EWR	Discount	3,520	393,270	2,036	206,152	30%	58%	193%
<b>Total</b>			<b>308,904</b>	<b>\$65,053,280</b>	<b>191,512</b>	<b>\$40,266,812</b>			

FIGURE 21A  
DISCOUNT-ON REQUIREMENTS SCREEN



**FIGURE 21B**  
**MEASURE-ON REQUIREMENTS SCREEN**

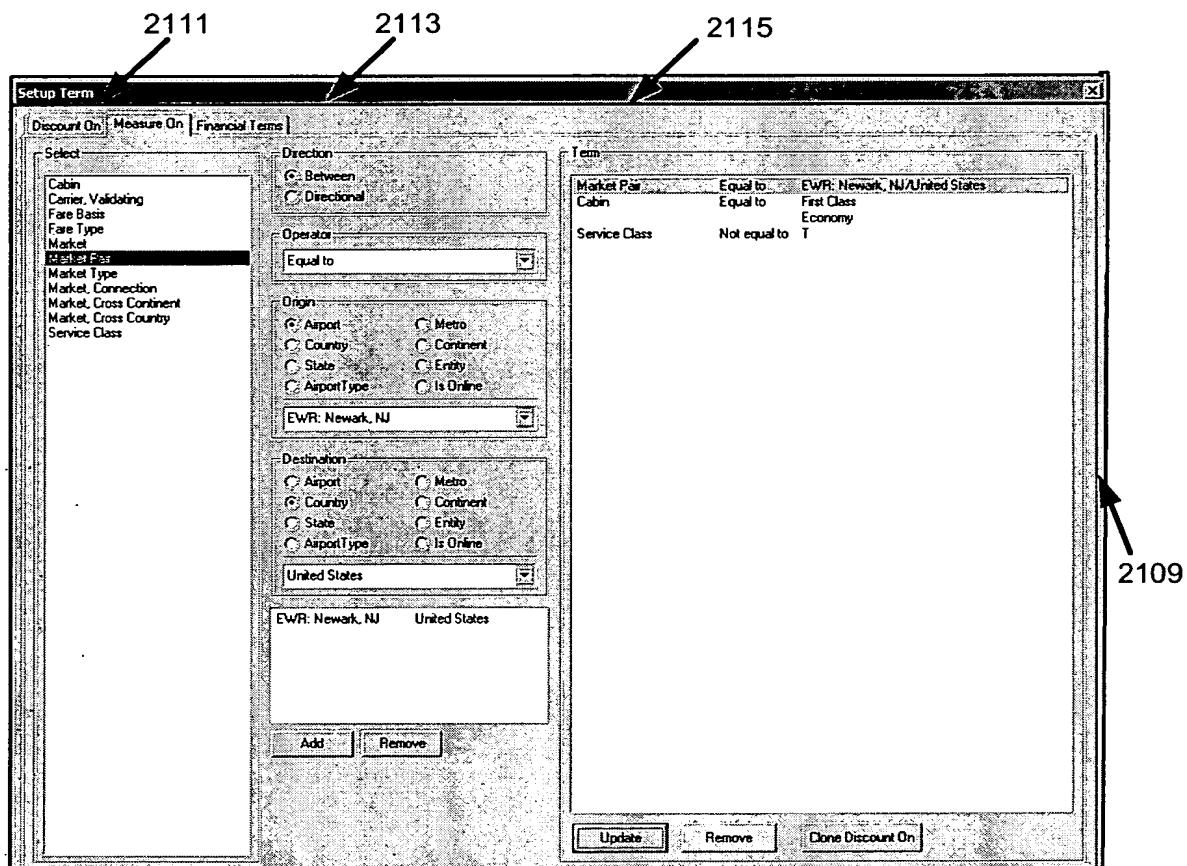
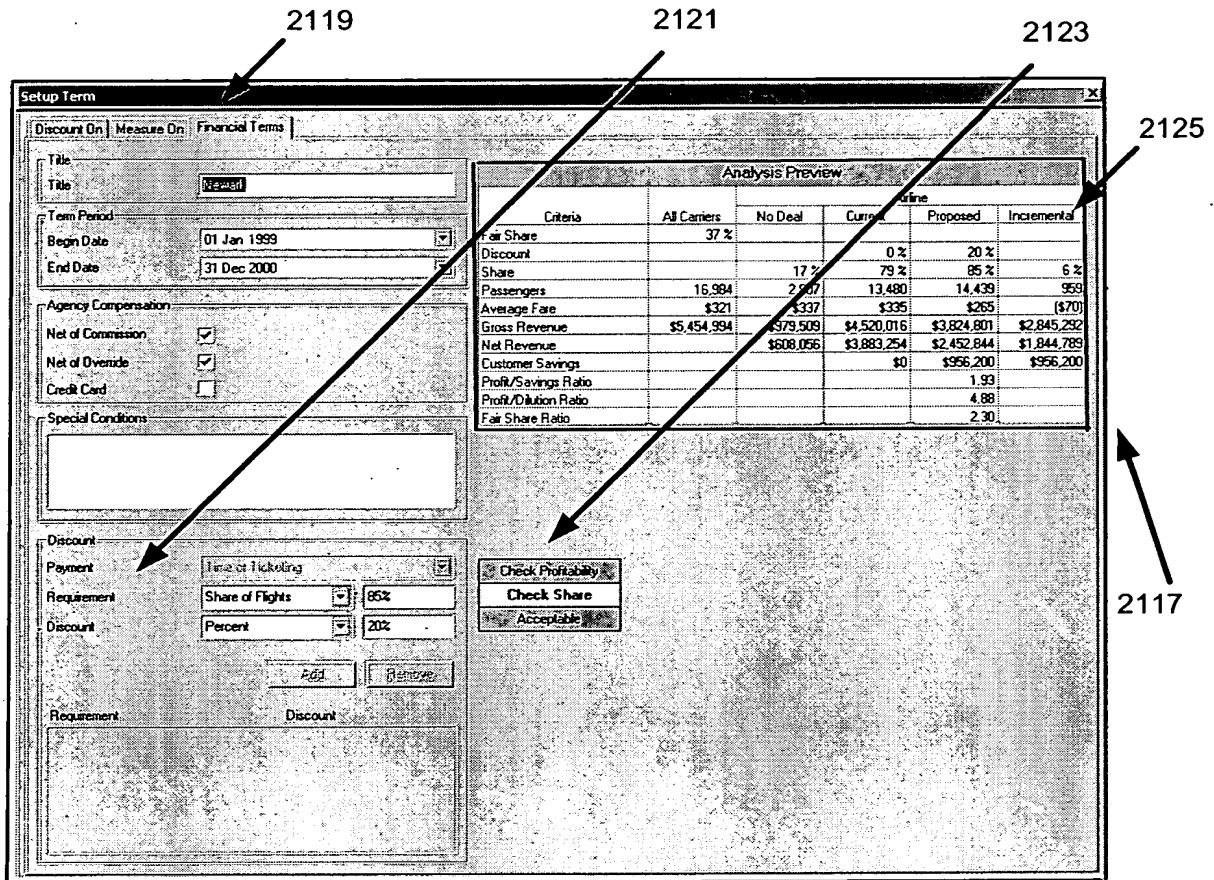


FIGURE 21C  
FINANCIAL REQUIREMENTS SCREEN



**FIGURE 22**  
**CONTRACT FORECAST SCREEN**

FIGURE 23:  
ACTUAL CONTRACT PERFORMANCE SCREEN

Contract Term	Host Flights	Market Share	Host Net Amount	Market Share	Measure	Requirement	Variance	Fulfilled
ABC Company	27,010	63%	\$5,402,920	67%	Share of Flights	74%	-11%	No
US48-US48	7,588	88%	1,753,907	89%	Share of Flights	92%	-8%	No
IAH-DomesticMarkets	1,854	93%	3,401,248	92%	Share of Flights	88%	5%	Yes
IAH-LGW/CDG/AMAN Term	481	44%	302,840	53%	No Requirement	0	0%	Yes
US48-Canada/LatinAm/Mexico	250	38%	444,032	34%	Share of Flights	99%	1%	Yes
US48-Europe	103	100%	38,442	100%	Share of Flights	60%	-7%	No
IAH-MTY/AMEX	35	53%	55,382	51%	Share of Flights	20%	-3%	No
IAH-BRUF/RAV/LHR Term	23	17%	37,200	18%	Share of Flights	0	0%	Yes
US48-AMS Term								
Total	37,443	87%	\$11,078,116	71%				
Minimum	42,775		\$12,170,070					
Contract Performance	5,322	-14%	-\$502,954	-41				No

2317

2319

2321

2323

2303

2305

2307

2309

2311

2313

2315

2301